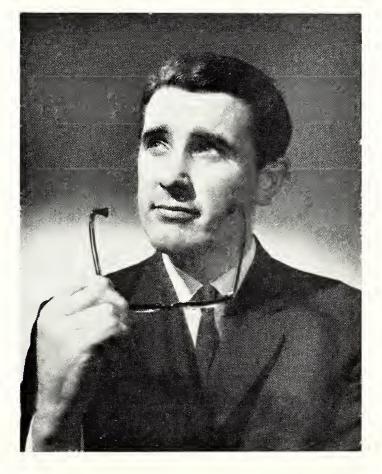
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JUNE 20 1964

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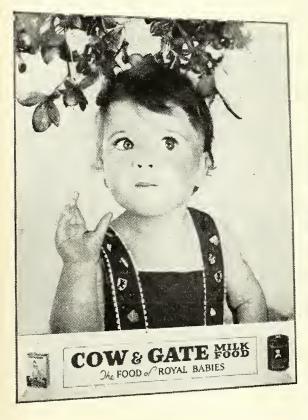
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June 20, 1964

Alupent Buscopan Camyna Dexa-Rhinaspray® **Dulcolax®** Finalgon Persantin Sedapersantin Preludin Valtorin

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With effect from 1st July, 1964 all Boehringer (Ingelheim) specialities in the United Kingdom will be distributed by Geigy Pharmaceutical Company Limited. On and after that date composite orders for Geigy and Boehringer specialities should be addressed by approved customers to the appropriate distribution point.

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Dexa-Rhinaspray

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Persantin

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Preludin

Tablets and sustained-action Tablongets for appetite control in obesity.

Valtorin

Mild analgesic.

Vasculit

Tablets for chilblains or other peripheral circulatory disorders.

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Tablets and Liquid as a tonic after 'flu and other illnesses.



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(Acid. Acetylsalicyl. 14 grains)

Orange flavoured

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1 dozen (50's cartoned) 9/6 + P.T. quantity discounts and sample bottle of 50 on request.

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doubles the life of flowers New - yet already a proved sales winner

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Wise Chemistl He knows that Prinsan 'Pine' disInfectant never lasts long on his shelves. That's because more and more customers are realising that 'Prinsan' is a concentrated disinfectant, right to the last drop - cheaper in the long run than ordinary brands. Check your stocks when the representative calls, and don't be left short.

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RETAIL PRICES 8 oz size 1/40

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THE CHEMIST AND DRUGGIST

THE WEEKLY NEWSPAPER FOR PHARMACY and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 181

June 20, 1964

No. 4401

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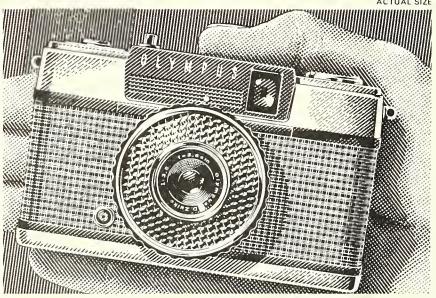
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Please send me full details of the fabulous PEN range.

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Volume 181

JUNE 20, 1964

No. 4401

"Drug Dependence" PROPOSED NEW TERMINOLOGY

THE term "drug dependence" is recommended by the World Health Organisation's expert committee on addiction-producing drugs to replace the terms "drug addiction" and "drug habituation."

The recommendation is made and included in the committee's thirteenth report (W.H.O. Technical Report Series 1964 No. 273, H.M. Stationery Office, price 1s. 9d.). The committee now feels that that its previous attempts at distinguishing addiction from habituation have caused confusion. It has been led by the increased number of drugs that are being abused to find a term that covers both. The suggestion now is that the common component is dependence, whether psychic or physical or both. "Drug dependence" is deor both. "Drug dependence" is defined as "a state arising from repeated administration of a drug on a periodic or continuous basis. Its characteristics will vary with the agent involved, and this must be made clear by designating the particular type of drug dependence in each specific case — for example, drug dependence of morphine type, of cocaine type, etc." A description of the specific types of dependence are given in an "annex" to the report.

Biological Standards

REPORT OF W.H.O. COMMITTEE

THE list of international biological standards and reference preparations published in the reports of the World Health Organisation Expert Committee on Biological Standardisation has been rearranged in the committee's sixteenth report (W.H.O. Technical Report Series, 1964, No. 274. H.M. Stationery Office, price 5s.). Each section (antigens, antibodies, etc.) is now arranged according to the international laboratory that distributes the standard. view of the rapid progress in the field of measles vaccination the committee has requested the Statens Seruminstitut, Copenhagen, Denmark, to obtain suitable material for the establishment of an international reference preparation of measles vaccine (inactivated) and has authorised the institute, on completion of a collaborative study now in progress, to establish the International Standard for anti-measles serum and to define the international unit. The project for international standardisation antivenins is being continued; in addition to the current studies on a standard for Naja antivenin, it is suggested that pilot studies should be made on

venoms and antivenins of the genera Crotalus, Bothrops, Echis and Bitis. W.H.O. has also been asked to collect information to enable the studies to be extended to include antisera against venoms of scorpions and spiders. The latest W.H.O. requirements, which cover pertussis vaccine and procaine benzyl-penicillin in oil with aluminium monostearate, are published as annexes to the present report.

Return to Nottingham

A MANUFACTURER EMIGRANT RESETTLES

HEADQUARTERS of the Rexall Drug Co. (a division of Vantorex, Ltd.) has returned to Nottingham after ten years' absence from the city. The company has taken over existing factory buildings with a floor area of about 27,000 sq. ft. at 19 Castle Boulevard, and is transferring to those premises its warehousing, wholesale and administrative departments from Loughorough, Leics, plus the international organisation and part of the accounts department. Like the exodus from Nottingham ten years ago the move was occasioned by an urgent need for more space. About 60 per cent. of the floor area of the Nottingham premises is being given over to warehouse facilities and the dispatch of orders for both the home and export destinations. The export operations are

also carried out on behalf of the company's overseas associates, products being sent to over seventy countries. The staff employed numbers 100, fortyone of whom have moved from Loughborough with the company. The premises were ceremonially opened by the lord mayor of Nottingham on June 11. Many local pharmacists were present.

Statutory Committee

CASES TO BE CONSIDERED

THE Statutory Committee of the Pharmaceutical Society is meeting at 17 Bloomsbury Square, London, W.C.1, at 10.30 a.m. on July 2 to resume an inquiry, adjourned from July 10, 1963, concerning the conviction of a corporate body, carrying on business as an authorised seller of poisons, for an offence under the Pharmacy and Poisons Act, 1933. The Committee is also to consider information and evidence from which it appears that:—(1), A member of the Society has been convicted of an offence under the Therapeutic Substances Act, 1956. (2), A member of the Society has been convicted of offences under the Dangerous Drugs Act, 1951. The Committee is also to resume a hearing adjourned from June 4 concerning a member of the Society convicted of stealing a sum of money from his employers.

New Home for Wholesaler

LINK WITH FORMER BLITZED PREMISES

ON May 2, Messrs. B. Sparling (managing director) and W. E. Naylor (sales director) cut the first sod in preparation for new premises for Lofthouse & Saltmer, Ltd., pharmaceutical wholesalers,

at Stoneferry Road, Hull. A feature of the building will be two millstones both nearly 100 years old and each weighing 30 cwt., which will form an ornamental front to the building. The stones, for-



PREPARING THE WAY: Mr. B. Sparling (managing director) cuts the first sod to start building work on new premises for Lofthouse & Saltmer, Ltd., Hull. Left is Mr. W. E. Naylor (sales director) and centre Mr. Hall (contractor).

merly used for grinding drugs, came from the company's original premises in Church Lane, Hull, which were blitzed in 1941.

British Standards

NEW AND AMENDED SPECIFICATIONS

AMONG the new British Standard specifications recently issued are the following:—B.S. 3741:1964 Treves's toothed dissecting forceps; B.S. 3742: 1964 French pattern bow dressing forceps; B.S. 3743:1964 Mayo's tongue and towel forceps; B.S. 3744:1964 Allis tissue forceps. The Standards may be obtained from the British Standards Institution, 2 Park Street, London, W.1 (price 3s. 6d. each). An Amendment Slip reference number PD 5196 has been issued in respect of B.S. 663:1957 Ethyl lactate. Another Amendment Slip PD 5188 revises B.S. 2782 Methods of testing plastics. It is obtainable from the Institution (price one shilling). Amendment Slip PD 5228 revises B.S. 3531: 1962 Metal surgical implants . . . used for bone surgery and refers to surgical implants made of wrought titanium (price 2s. 6d.). Work has commenced on a specification for x-ray intensifying screens and a draft standard, D64/5991 dealing with essential oils (revision of B.S. 2999/1 to 15) has been circulated for comment.

Sales of Pesticides

SHARP RISES IN FIRST QUARTER

SALES of pesticides and allied products in the first quarter of 1964 were, at £6 millions, £1·6 millions (36 per cent.) higher than in the corresponding period of 1963, when home sales were exceptionally low due to adverse weather conditions. Increases were shown in all sectors. Sales of pesticides, at £1·5 millions, were nearly 7 per cent. higher; insecticides rising by nearly 5 per cent., rodenticides by 37 per cent., and other pesticides by almost 18 per cent. Sales of fungicides, at £1·3 millions, reached a new peak and were 47 per cent. higher than in the first quarter of 1963. Sales of herbicides rose from £2 millions to £3·1 millions, an increase of 54 per cent. Export sales rose by 40 per cent., fungicides showing an increase of 77 per cent. and herbicides an increase of 65 per cent. over the corresponding quarter of 1963. Wholesale prices have fallen only slightly since early 1963.

Contaminants in Food

THEY NOW RATE A FULL COMMITTEE

THE food additives and contaminants subcommittee of the Food Standards Committee has been made a Committee in its own right. It will advise the Minister of Food. Professor R. A. Norton remains chairman.

SCOTTISH NEWS

National Health Service

SCOTTISH COUNCIL REPORT

THE Scottish Health Services Council Report for 1963 (H.M. Stationery Office, price 1s. 6d.) states that the Standing Joint Committee on the Classi-

fication of Proprietary Preparations classified 182 preparations in 1963, making about 8,000 proprietary preparations so classified since 1950-53 when the Joint Committee on Prescribing began its work.

Scottish Executive

RESULT OF ELECTION

IN the election of six members to the Executive of the Scottish Department of the Pharmaceutical Society, Mr. W. A. Park was returned at the head of the poll. The figures were:—

Elected

PARK, W. A			480
Anderson, A.	• • •		412
COWAN, A			382
TAIT, W. S			376
MACPHERSON, J.			365
HENDERSON, J. H.	• • •	• • •	349

Not Elected

Duncan, R. S.	• • •		308
Brodie, R. A			267
Scatchard, K			264
Dunlop, A. L.			232
McKellar, A. M.			222
	1 1	1	00/

Voting papers issued numbered 2865, 868 were returned of which three were invalid.

IRISH NEWS

THE REPUBLIC

Illegal Drug Sales

PROSECUTIONS BY SOCIETY

ORDERING J. J. Fielding & Co., pharmacists, Liberty Ltd., Square, Thurles, co. Tipperary, to pay £4 16s. 3d. expenses and £2 2s. costs for having sold a poison (tartar emetic contained in Cosylan) on January 10, without obtaining the purchaser's signature, the justice at Thurles court on June 6 said that, in view of mitigating circumstances, he would apply the Probation Act. For the defendants it was stated that the preparation contained tartar emetic in minute quantity. — At Tramore, co. Waterford, on June 9, a local pharmacist, Mr. P. J. Fox, M.P.S.I., who had allowed a strychnine-containing preparation to be sold without a signature from the customer, was ordered to pay a total of £19 8s. 6d. He had allowed an unqualified assistant on February 4 to sell a bottle of Caw to an inspector of the Pharmaceutical Society of Ireland who had not been asked to sign the poisons register. It was stated that the bottle was not labelled with the name or address of the vendor. Asking that the maximum penalties should be imposed, Mr. J. A. Gaynor, solicitor for the Pharmaceutical Society of Ireland, said the offence was the defendant's sixth.

Cosmetics Discussion

CHEMISTS MEET MANUFACTURERS

AN exchange of views took place between representatives of the Irish Chemists' Cosmetics Association and members of the Irish Cosmetics and Perfumery Association (representing manufacturers) at a meeting in Dublin, on June 5. The manufacturers were asked (1) to increase trade discount margins; (2) to rationalise, where possible, overlapping shades and varieties of cosmetics; (3) to examine aspects of the "promotion" parcel and to accept return of unordered goods from such parcels; (4) to continue discussions initiated in January. Mrs. M. Kelly and Messrs. M. Brophy, L. Manley, N. O'Farrell, E. O'Sullivan and T. Redmond represented the Association. The manufacturers were represented by Messrs. J. J. Gotti (Coty (England), Ltd.); Walker (Lentheric, Ltd.); Palmer (Irish Pharmaceuticals, Ltd.); Ridgeway (Victor E. Hanna, Ltd.), and Bond (Yardley of London, Ltd.).

IRISH BREVITIES

THE NORTH

PRESCRIPTIONS dispensed in Northern Ireland during March numbered 618,642 (434,551 forms). The total cost was £354,221 (£291,516 net), an average of 137.42d. per prescription (113.09d. net).

THE REPUBLIC

REPLYING to a question in the Dail on May 21, the Minister for Health (Mr. MacEntee) said that he had received no proposal from the health authority to hold night dispensaries in Finglas or Cabra but had approved a night dispensary in the Ballyfermot dispensary district.

A GROCER, Mrs. B. Clarke, Tallan, co. Kilkenny, was fined £5 under Section 30 of the 1875 Act, when she pleaded guilty at the local court on June 10 to selling on February 7 a preparation (Famel syrup) containing a scheduled poison. She was also fined 1s. under Section 2 of the Poisons Act and ordered to pay £13 13s. costs.

OVERSEAS NEWS

ITALY

New Labour Agreement

A NEW labour contract for workers in the chemical and pharmaceutical industries has been accepted by their union, CGIL. The contract, concerning 200,000 workers, provides for a 10 per cent. increase in salaries and other improvements in working conditions. It also provides for a reduction by one half-hour in the working week from January 1, 1965; by a second half-hour from July 1, 1965, and a further half-hour from January 1, 1966. A production premium will also be introduced.

NEWS IN BRIEF

OVER 3,000 "pep pills" and a quantity of perfume were stolen from the pharmacy of Mr. G. E. Clifford, 7 Coombe Road, New Malden, Surrey, recently.

THE Faculty of Radiologists in London is shortly setting up the first central library of x-ray films in Britain with a grant from the Wellcome Trust.

MR. R. A. Wells (at present deputy director) will act as director of the National Chemical Laboratory, Teddington, Middlesex, from September 1, following the resignation of Dr. J. W. Mitchell, who is returning to the University of Virginia.

A SENIOR Geigy travelling fellowship of the Arthritis and Rheumatism Coun-

cil has been awarded to Miss Helen Muir, D.Phil. (a biologist at St. Mary's Hospital, London, W.2). Dr. Muir is booked to lecture at a symposium on glycoproteins and mucins at Swampscott, Massachusetts, U.S.A., in July.

THE 1964 winners of University scholarships sponsored by the Pfizer Group, Sandwich, Kent, are Messrs. B. M. Austen, of King Edward's School, Bath, and N. R. Goodall of Merchant Taylor's School. The scholarships, each worth up to £620 a year, including fees, are awarded annually and tenable for four years.

Courses and Conferences

A series of two-day training courses for photographic dealers is being Photographic, planned by Rank Woodger Road, Shepherds Bush, London, W.12. Two separate curricula have been arranged, one for junior assistants, the other for senior salesmen and principals. The programmes will include conducted tours of Messrs. Rank's film laboratories, audio-visual processing service department and film library. The courses for junior salesmen will be on November 4-5, 1964, January 6-7, 1965, and February 24-25, 1965, and those for seniors on November 25-26, 1964, February 3-4, 1965, and March 17-18, 1965. Persons wishing to attend should contact Mr. K. A. Yarker (sales manager) at the address given.

A RESIDENTIAL refresher course for buyers in industry and public undertakings is being held by the Purchasing Association at Nottingham Officers' University from September 7-10. The course will cover buying techniques, computer applications in purchasing, the buyer's rôle in management and value analysis, as well as operational research and quality control. The Association is also running a residential of interest to course stores materials controllers at the University at the same time. The latest developments in the handling of materials will be dealt with, also work study and the use of computers in stores records and ac-counting will be considered. The fee for each course is £21. Registration forms can be obtained from the Association, York House, Westminster Bridge Road, London, S.E.1.

SPORT

Cricket

A TEAM from William Ransom & Son, Ltd., played a team from Arthur H. Cox & Co., Ltd., at Brighton on June 12. Result: Arthur H. Cox, 99 runs (J. Peacock, 36 not out); William Ransom & Son, 80 runs (K. Beny, 29). Arthur H. Cox won by 19 runs.

Golf

LONDON CHEMISTS' GOLFING SOCIETY. A meeting was held at Finchley golf club on June 10. Results: Medal Competition: President's putter and prize, D. C. Warren (20), 70: Sanger cup and prize, R. M. Kean (20), 74; Stableford competition: Squibb centennial trophy and prize, R. H. Lushington (12), 34 points. Other leading scorers were: E. G. Smith (7), 75; D. Spier (11), 75; D. Carter (6), 76.

LOCAL OFFICERS

NATIONAL PHARMACEUTICAL UNION Cardiff. — Chairman, B. M. Sanders; Vice-chairman, S. M. McMillan; Secretary, Mrs. M. Rawlings, 46 Cardiff Road, Llandaff, Cardiff. (Telephone: Cardiff 73146.)

TOPICAL REFLECTIONS

By Xrayser

A move forward

The Statement on Matters of Professional Conduct, perhaps more affectionately regarded as pharmacy's code of ethics, contains a clause relating to undesirable presentation and claims in relation to medicines sold to the public. It states, among other points (clause 13 (c)), that no display material should be used which contains misleading or exaggerated claims. A step forward from that position received the approval of Branch Representatives, when they passed a motion from Newcastle and Northumberland which read: "That it is the opinion of this meeting that pharmacists should not recommend products for which false and misleading advertising claims are made." Presumably what is implied is verbal personal recommendation as distinct from the displaying of show material, and the Council may see fit to widen the terms of clause 13 (c) of the code when it comes to be revised or rewritten. But while, as a precept, the Newcastle motion is admirable, its application could be attainable only on a personal basis, for there is a difference between display and the spoken word. Nevertheless it represents a forward move and it may lead to further advance in future years. The display clause and the recommendation proposal do not yet represent the ultimate, for a questing conscience may eventually feel that a Statement upon Matters of Professional Conduct should leave no room for escape clauses. A future meeting may reach the conclusion that it is not quite enough to refuse to display undesirable material or to refrain from personally recommending it, for in stocking and selling an article the pharmacist is giving tacit approval to the product. In the eyes of the public, a product must be good if Mr. Jacob Galen sells it, for he is a pharmacist and he knows, and besides, did not the advertisement say Stocked by all good chemists"? We are as yet a long way from that situation, and despite the amendment calling for a published list of medicines that rely for their success on false or misleading claims, the individual pharmacist will, of necessity, continue to make his own decisions.

Valhalla

Valhalla, according to the dictionary, is the palace of bliss for the souls of dead heroes, and that is a fair description, up to a point, of a little frequented corner of the pharmacy I had occasion to visit only the other day. I say "up to a point" advisedly, for there is little of palace about the place and less bliss, but it is the home of dead heroes with names going back through the centuries. They were all, once upon a time, household words, but alas! a new generation has grown up which knows them not. Tinct. calendula reads one of them—a name with beautiful sounds. But other heroes of the past are equally euphonious—Ol. Betulæ Lente, Ol. Myristicæ Fragrans; and tinctures or oils bearing names such as Lactuca Virosa; Pinus Sylvestris; Anthemis Nobilis and Arnica Montana, the lastnamed ambiguously described in an old herbal as having anti-sceptic properties . . . and that long after the days of monastic medicine! Those old warriors live out their remaining days in an uncomplaining manner, though I have discerned a lifting of the eyebrows if they are jostled to make room for some upstart tranquilliser whose useful life was but a fragment of that of, say, Tinct. Bonplandia Trifoliata.

Another age

The pharmacist's day is still a busy and responsible one, different in many respects from the period in which the above-named veterans had a place. There were few things he could not turn his hand to, as any recipe book of the last century will reveal. A random glance through the pages of such a book discloses such bizarre information as "How to fill a phosphorus bottle"; "An amalgam for electrifying machines"; a formula for "enticing" pigeons (not enciting, as I had thought at first glance); a boot blacking containing, amongst other things, a bottle of beer; a preparation of great promise called Pugilist's Liniment; Blue Sympathetic Ink (invaluable for spies, that one); furniture paste, and bear's grease. An all-round man was our druggist of a hundred years ago!

TUITION IN SELLING PHOTOGRAPHY

A sales training centre enters its sixth year

SOMETHING of a landmark in promoting photography from the dealer's point of view has been the celebration recently by Kodak, Ltd., Kingsway, London, W.C.2, of the fifth anniversary of the company's Sales Training Centre. Each year the company holds at the Centre a series of ten-day courses at which the "students" are sales people in photographic departments or shops. The course has been designed to give assistants who come with little or no practical photographic experience a basic understanding of the processes used by amateur photographers — a rapidly growing number—and to afford to those who already have some product knowledge an opportunity to bring it up to date and put it into practice. Guidance is also given in such matters as understanding customers' needs and buying potentials, and in demonstrating apparatus, selling sup-

plies and giving service. Each course begins formally on a Tuesday morning, but participants are invited to a friendly get-together on the previous evening. That gives them an opportunity of getting to know each other. The grand finale is a graduation dinner on the evening of the second Thursday. Between those social occasions the serious business of the course takes in lectures and discussions on films and their speeds, "balanced" selling, taking pictures with still and movie cameras, setting the camera, flash and night photography, enlarging, developing, Ektachrome processing, credit and cash sales, "d. and p." services, etc. For full measure there are a Sunday photographic expedition and a photographic competition. "Selling" is defined as "helping a customer to buy intelligently," demanding from the seller interest, knowledge and enthusiasm. The technique taught is to answer the customer's implied question: "What will it do for me?" and then and then to go on to say how or why the article offered is the best one for the purpose.

The lectures are carefully trimmed to keep down the amount of talk from the platform. Visual aids are used wherever possible, and "class participation" is a part of every session. Many of the lectures are followed by group instruction ("clinics") in which students are divided into four groups each discussing and handling one type of apparatus or material and then passing

in turn to the others. Every student in each group is given individual instruction and some periods are devoted to practical work. Equipment and materials are provided. After the completion of the course the "graduates" continue to receive by post from the training centre from time to time new or revised information and ideas on sales promotion. Dealers who would like their staff to be trained at the Centre may obtain more detailed information from an illustrated booklet available from the company.

IN PARLIAMENT

By a Member of the Press Gallery, House of Commons

DURING a debate on Ministry of Health estimates on June 11 Mr. KEN-NETH ROBINSON said there was a need to examine closely the Government's White Paper "A Hospital Plan for England and Wales (Revision to 1973-74)" published recently. He said that when the original plan was debated concern was expressed that little attention had been paid to the question of hospital staffing. It seemed that over the whole medical field "we are hardly keeping our head above water." SIR BARNETT STROSS, after referring to the dangerous situation in respect of the doctor staffing of hospitals, announced that he had heard "a great teaching hospital in London, the Middlesex, is to go in for prescribing on EC10 forms because the authorities there cannot staff the pharmaceutical department of their own great hospital. This is tragic. It is due to meanness on our part, or, may I say, on the part of different Ministers. We have never been able to attract enough pharmacists into the service because, even though we [the Opposition] have agitated for years, they have always been paid very much less than they were paid outside. Pharmacists are difficult enough to get in the ordinary chemist's shop outside the hospital service. They are at a premium there, although they are very much better paid than in hospital. I hope that the Ministry will give further consideration to this. It seems absurd to

throw money away because one cannot dispense in a great teaching hospital."

National Health Service (Hospital Boards) Act, 1964

The National Health Service (Hospital Boards) Act received Royal Assent on June 10 and is to come into effect one month after that date. The principal result is to change the name of the Welsh Regional Hospital Board to Welsh Hospital Board and empower the Minister of Health by Order to omit the word "Regional" from the titles of other Hospital Boards should it be thought desirable.

Resale Prices Bill

On June 9 LORD DILHORNE (Lord Chancellor) proposed a number of amendments to the Resale Prices Bill. The proposed changes are concerned mainly with legal drafting and have no effect on the general scope of the Bill.

Drugs (Prevention of Misuse) Bill

The revised Drugs (Prevention of Misuse) Bill as amended by a Standing Committe of the House of Commons has been published (H.M. Stationery Office, price one shilling).

Pharmacy and Poisons (Amendment) Act 1964

The Pharmacy and Poisons (Amendment) Act, 1964 (H.M. Stationery Office, price threepence) has received Royal Assent. It amends the Pharmacy and Poisons Act 1933 and makes provision for the increase of the fees payable by authorised sellers of poisons in connection with the registration of their premises.

National Health Service, Scotland

The National Health Service (Executive Councils) (Scotland) Amendment Regulations 1964, effective June 11 alter existing regulations by increasing the amount which the Executive Council may pay as a subscription to the funds of any association of Councils whose objects "are approved by the Secretary of State."

Operations on Animals

Main effect of the Protection of Animals (Anaesthetics) Act, 1964, which received the Royal Assent on June 6, is to circumscribe still further the castration of animals without anaesthetics. After August 10, when the Act comes into operation, it will be obligatory to use an anaesthetic when castrating dogs, cats, horses, asses

EXPORT TRENDS

British Industries Federation optimistic in twentieth survey

THE returns in an inquiry (the twentieth) by the Federation of British Industries, 21 Tothill Street, London, S.W.1, show that most British firms are either as optimistic about prospects in their own industries as they were four months ago, or that their optimism has increased. Total trade of manufacturing industries continues to expand at a rapidly accelerating pace. Export trade also continues to expand, though more steadily. A main factor limiting output during the next four months is again held to be shortage of orders or sales. There is no indication that the increase in business activity will come to an end during the next four months.

Of the 651 replies analysed, 60 per cent. indicated a rise in level of output during the past four months. Just under 60 per cent. reported a higher rate of total orders, which was above

the highest previous figure (54 per cent.) in February 1960). That has caused more firms, especially in the engineering industries, to stock more raw materials. There seems no significant shortage yet of raw materials or components. Though many firms have increased their labour force over the past four months, one-third of them report that output during the next four months is likely to be limited by the shortage of skilled labour, onesixth report shortage of other labour. There seems, however, no labour shortage in the chemical group. Costs and prices have risen in every group except chemicals, paints and petroleum but fewer firms report higher prices than higher costs. Nearly 10 per cent. more firms are working at full capacity, and the present level of 56 per cent. is close to the peak of 58 per cent, reached in the middle of 1960.

and mules of any age, goats and pigs over two months of age and calves and lambs over three months. From that date the use of rubber rings or similar devices will also be forbidden for castrating bulls, pigs, goats and sheep or for docking lambs' tails unless applied during the first week of life. The Act also lays down that an anaesthetic must be used when dehorning cattle; and for disbudding calves except by chemical cautery applied during the first week of life.

Labelling of Drugs

SIR MALCOLM STODDART-SCOTT asked the Minister of Health about his present policy regarding the compulsory labelling of all drugs, unless otherwise ordered by the prescriber; and whether he was aware that such action would in no way restrict doctors' freedom of prescribing. MR. ANTHONY BARBER (Minister of Health) in a written answer on June 15 said the present practice was for pharmacists to put on the label only what the prescriber instructed. The legal provisions regarding labelling of drugs were now being reviewed in connection with new comprehensive legislation concerning medicines.

Private Prescription Forms

MR. L. PAVITT asked the Minister of Health if he would raise the issue of "printed private prescription forms for oral contraceptives which are sent to general practitioners with instruction cards and booklets to give to patients by a pharmaceutical firm, in the discussions with the Association of the British Pharmaceutical Industry to consider the ethics of the provision of drugs for the National Health Service." MR. BARBER replied on June 15 that the practice did not seem to be directly relevant to the supply of drugs under the National Health Service, but there were a number of points which he hoped could be discussed with the Association.

Fluoroacetates

CAPTAIN KERBY asked the Minister of Agriculture what further plans he had for preventing the poisoning of animals by sodium fluoroacetate 1080, and what consideration he had given to the representation from the British Veterinary Association urging a total ban on fluoroacetates, and what reply he had sent.

Mr. Scott-Hopkins (Parliamentary Secretary, Ministry of Agriculture) in a written reply on June 15 said, the representations were addressed to the Home Secretary who informed the Association that the Minister had asked the Advisory Committee on Poisonous Substances used in Agriculture to advise whether any further restriction should be placed on the use of fluoroacetamide as a rodenticide. The Committee, after considering all the available evidence and taking into account the view of the Association. has advised the Minister that the use of fluoroacetamide and sodium fluoroacetate as rodenticides should be restricted to ships and sewers. That recommendation has been accepted and a circular is being issued to local authorities.

New Town for Manchester

The Minister of Housing and Local Government Parliamentary Questions today told Sir Robert Cary and Mr. Charles Morris on June 6 of proposals for a new town in the area east of Warrington between the Mersey and the East Lancashire Road, and the M.6 motorway and the Glaze Brook.

Discovery of Drugs

MR. E. WAINWRIGHT asked the Minister of Health if he was satisfied with the Government's contribution to the discovery of important drugs. In a written answer on June 16, Mr. Bernard Braine (Parliamentary Secretary, Ministry of Health) stated he was not aware that the discovery of important drugs had been impeded by lack of support from the Government.

LEGAL REPORTS

"Special Aspirins"

A BRIGHTON drug-store proprietor, Edward Israel Norton, Baker Street, Brighton, was fined a total of £100, with £10 10s. costs, by Brighton magistrates on June 12 after he had admitted ten offences involving the sale of Dexedrine tablets. Norton pleaded guilty on two charges of unauthorised sales of Dexcdrine. of selling the drug on unregistered premises, of selling it without the supervision of a registered pharmacist and in unlabelled containers, and of selling the drug with-

out a prescription. Mr. A. C. Castle, prosecuting, told how a test purchase was arranged. A young man was given a £1 note, the number of which had been noted. He went into Norton's shop. Norton asked him: "What do Special aspirins?" The you want? Special aspirins?" The young man said "Yes" and gave Norton the £1 note. Norton gave him a cardboard box containing 100 Dexedrine tablets. The young man returned to a police officer and an inspector of the Pharmaceutical Society, who then entered Norton's shop and showed him the box of tablets. Norton at first denied knowing anything about it, but the shop was searched and the £1 note was found. Norton said: "I've been a b— fool." The police continued their inquiries and discovered that on previous occasions Norton had sold tablets to a student. Invoices found in the shop showed that Norton had purchased 13,000 tablets of Dexedrine.

National Insurance Offences

A BARNARD Castle, co. Durham, firm of chemists claimed at Barnard Castle recently that "financial stringency" had made them commit National Insurance contributions offences, for which they were fined a total of £17. For the Ministry of Labour it was stated that contributions were not paid for the two assistants in the shop of A. L. Simm, Ltd., 8 Horsemarket, and they were not paid for Mr. Simm himself as a self-employed person. He had also failed

RECORD SALES OF LARGEST MULTIPLE

Chairman of Boots Pure Drug Co., Ltd., reports on year 1963-64

THE report by the chairman of Boots Pure Drug Co., Ltd. (Mr. Willoughby R. Norman) on trading for the year ended March 31, states that the company's world sales reached a record total of over £119 millions. Retail sales totalled £109 millions, an increase of $7\frac{1}{2}$ per cent, on the previous year compared with the Board of Trade figure of $4\frac{1}{2}$ per cent. for retail trade over the same period. Mr. Norman welcomes the principle of the Government taking more responsibility in safeguarding quality control for the interests of the public. "We believe that the Dunlop Committee concerned with medical products, and similar procedures concerning plant protection products and veterinary materials are performing a vital public service and we shall give them our full support. The company is spending increasingly large sums of money on scientific investigations to establish the safety of new compounds which might form the basis of new company products. But we hope that the Government will base their decisions on scientific evidence and not be over-influenced by emotion aroused by ill-informed or biased argument. This is a difficult field in which to operate commercially, and the emotional reaction to the infrequent and unforseeable tragedy when it does occur can all too often obscure the tremendous advantages which the pharmaceutical and chemical industries have brought to the practices of medicine and agriculture to the ultimate benefit of all mankind. We are satisfied that the control we already exercise is sufficiently thorough

to meet the demands of any new legislation and that this control, although a considerable financial burden, is necessary. We hope that the Government in their turn will ensure that imported products satisfy the same exacting standards." Mr. Norman adds that the company is now spending nearly £400,000 a year on quality control.

Commenting on the Resale Prices Bill, he says that it only remained with the company to live with the situation that had been created. The company had a great safeguard in their own extensive manufacturing facilities which could produce articles of first-class quality at competitive prices.

The shop modernisation programme, which had made a "significant contribution" to increased sales, had been stepped up so that the number of branches completed during the year was almost double that of the previous year—123 compared with sixty-seven. That had largely been the result of work being carried out on smaller branches mainly by outside contractors who equipped the shop with a new front, new lighting, and new sales fittings within a period of two to three weeks. During the year the company had dispensed well over 35 million prescriptions. representing about 15 per cent. of the total dispensing in Great Britain.

Exports had showed an increase of over 9 per cent., in spite of a sharp reduction. because of tightened import controls, in sales to companies in India and Pakistan.

to return his contribution card within six days after it had expired. The magistrates made an order for the payment of the arrears involved in all the charges, totalling £87. Mr. Simm was stated to have told an inspector of the Ministry that his expired contribution card was at home, together with current cards for his two employees. He said he would forward them to the inspector within two days. The cards were not received. When seen again, Mr. Simm said the eards "had got into arrears" owing to financial difficulties some time previously. He told the inspector that he drew £10 a week from the business in addition to a net profit which was paid annually. For the defendants it was said that the cause was one of financial stringency. A cheque was produced for the full amount of the arrears.

COMPANY NEWS

Previous year's figures in parentheses

ALLEN & HANBURYS, LTD.—Mr. R. D. Smart has been appointed deputy managing director with effect from July 1.

CRODA, LTD.—The price for the 300,000 5s. ordinary shares offered for sale by tender has been fixed at 10s. 6d. The minimum offer price was 9s. 6d.

LAPORTE INDUSTRIES, LTD.—A final dividend of $8\frac{1}{2}$ per cent, is recommended by the board. The group surplus from manufacturing and trading for the year ended March 31 was £4,800,288 (£4,146,941) and group pretax income was £2,662,505 (£2,267,324).

FISONS PEST CONTROL, LTD.-Mr. R. F. Norman has been appointed to the board. Mr. Norman joined the company in 1954 as a marketing officer and was appointed managing director of Fisons Farmwork, Ltd., on its formation in 1960.

IMPERIAL SMELTING CORPOR-ATION and LAPORTE CHEMICALS. LTD.—An equally owned company is being formed on July 1. To be known as Barium Chemicals, Ltd., it will manufacture barium compounds and certain associated products. Present operations and obligations of the two companies covering the manufacture and sale of those products will be transferred to the new company.

ASPRO-NICHOLAS, LTD.—Group pre-tax profits increased by 11.6 per cent. to a record £1,616,959 in the year ended March 31 (from £1,448,286). Profit after tax was £726,392 (£627,228). The dividend has been raised 1 per eent. to 15 per cent. with the payment of a second interim of 8 per eent. After deducting minority interests, etc., the amount attributable to the parent company is £647,358 (£589,265).

Voluntary Liquidations

A. H. CHARLES, LTD., wholesale chemists. [R.O.] 122 Collier Row Road, Romford, Essex. Liquidators: Mr. H. C. Hedges, 4 Charterhouse Square, London, E.C.1, and Mr. R. P. Booth, 14 Holborn Viaduct, London, E.C.1.

BUSINESS CHANGES

HOWELLS (CHEMISTS), LTD., have opened a pharmacy at Wharton Street, Cardiff.

ALEXANDER PICKERING & CO., LTD., have removed to Ibex House, Minories, London, E.C.3 (telephone Royal 1857/8).

Appointments

CUSSONS SONS & CO., LTD., have appointed Mr. K. W. Green their sales representative for South London.

MR. W. R. MILLER has been appointed regional manager for Europe by Bristol Laboratories International Corporation. The regional headquarters will be in London.

MR. M. ASHWORTH, director of marketing for the Toni Division of Gillette Industrics, Ltd., for four years, has transferred to the Gillette Safety Razor Co. as general manager, new products.

NICHOLAS PRODUCTS, LTD., have appointed Mr. W. E. Good their household divisional manager. Mr. Good becomes responsible for the sales, marketing and advertising of all the division's products.

COOPER, McDOUGALL & ROB-ERTSON, LTD.-Mr. D. Taylor has been appointed sales manager Cooper-Zeltia S.A., a new Spanish subsidiary of the company. Mr. E. Harrowell has been appointed general manager of Cooper Italiana (Insetticidi) S.p.A., another new subsidiary (headquarters in Rome).

BIRTHDAY HONOURS

THE Birthday Honours list published on June 13 included the following:-

MR. W. M. FLETCHER-VANE, M.P. ("for political and public services"). Mr. Fletcher-Vane was Joint Under-secretary of State to the Minister of Health, 1955-56.

Knights Bachelor

PROFESSOR E. J. HIRST (professor of organic chemistry, University of Edinburgh).

MR. W. McKinney (chairman, Northern Ireland Hospitals Authority).

MR. P. F. RUNGE (president, Federation of British Industries).

PROFESSOR E. J. WAYNE (regius professor of the practice of medicine,

University of Glasgow).

PROFESSOR V. B. WIGGLESWORTH
(director, Agricultural Research Council Unit of Insect Physiology, Cambridge).

C.B. (Commander of the Order of the Bath)

Mr. F. A. Adams (under-secretary for finance and Accountant-General, Ministry of Health).

(Commander of the Order of the British Empire)

Mr. J. Longwell (deputy Government chemist, Department of Scientific and Industrial Research).

MR. L. H. A. PILKINGTON (director, Pilkington Bros., Ltd.).

O.B.E.

(Officer of the Order of the British Empire)

C. G. GILES (senior principal scientific officer, D.S.I.R.).

MR. R. O. JONES (senior principal scientific officer, D.S.I.R.).

M.B.E.

(Member of the Order of the British Empire)

MR. T. DRISCOLL, M.P.S. (head acist, Medical Department Department pharmacist, (Naval), Ministry of Defence).

MR. A. FORBES (senior executive officer, Ministry of Health).

MR. M. LOVE, M.P.S. (pharmacist, Scottish Home and Health Depart-

ment). Imperial Service Order

MR. H. E. BECKETT (deputy chief scientific officer, D.S.I.R.).

MR. W. R. BUTCHER (chief executive officer, Scottish Home and Health Department).

MR. T. H. CARRUTHERS (principal regional officer, Ministry of Health).

British Empire Medal

MRS. H. B. MCALEESE (forewoman,

Marchon Products, Ltd.).
MR. J. H. TAYLOR (technical officer, grade III, Ministry of Health).

PERSONALITIES

MR. FRANK HOWARD was recently guest at a luncheon party in London to mark his retirement as a founder director of Abbott Laboratories, Ltd., Queenborough, Kent. Mr. Harold David (deputy chairman and managing director) made a presentation of antique silver to Mr. Howard on behalf of the members of the board in appreciation of Mr. Howard's twenty-seven years' association with the company.



Mr. Harold David (left) congratulates Mr. Frank Howard.

DEATHS

BROWN.—On June 9, Mr. James J. Mason Brown, O.B.E., M.B., F.R.C.S.E. (president, Royal College of Surgeons of Edinburgh), pædiatric surgeon to the Royal Hospital for Siek Children and the Western General Hospital, Edinburgh. Mr. Mason Brown had accepted an invitation to propose the toast "The British Pharmaceutical Conference" at the Conference banquet in Edinburgh in September. At the funeral service in St. Giles Cathedral, the Pharmaceutical Society was represented by the resident secretary in Scotland (Dr. G. H. Mac-

BOUVET, Maurice, Docteur en Pharmacie.—In Paris on May 27. M. Bouvet was for many years active president d'honneur of the Société de la Phar-macie; a former president of the Académie de Pharmacie and Lauréat of the

Institut. Well known as the leading historian of pharmacy in France, and author of the standard work on the history of French pharmacy, of La Confrèrie de Saint-Nicolas, etc., and of numerous papers on aspects of pharmacy that were of historical significance, Bouvet was a frequent participator in the Journées Françaises, now an annual event in Paris. His last paper (with co-authors) on J. J. Louis Chancel, inventor of matches or briquets oxygénés, appeared only in the most recent number (March 1964) of the Révue d'Histoire de la Pharmacie. Bouvet had been for long the principal proprietor of the Etablissments Guy, manufacturing chemists, Paris. His encyclopædic knowledge of sources of history was always at the disposal of scholars, and his enthusiasm and scholarship were an incentive to younger historians, many of

whom were led by Bouvet's encouragement to serious work, especially in their own regions of France.

JOUGHIN.—On May 24, Mr. Frederick James Joughin, M.P.S., 65 Enterprise Road, Highlands, Salisbury, Southern Rhodesia. Mr. Joughin qualified in 1921.

LINDSAY.—On June 1, Mr. George John Lindsay, M.P.S., 9 Ann Street, Dundee, Angus. Mr. Lindsay qualified in 1904.

McCUTCHEON.—Suddenly at his home in Glasgow on June 9, Mr. James Thomson McCutcheon, M.A.(Cantab), L.R.C.P.E. (Scottish secretary of the British Medical Association). Dr. McCutcheon had been assistant Scottish secretary of the Association since 1950, and was promoted secretary in April of this year on the retirement of Dr.

E. R. C. Walker. He was chairman of the Central Appeals Advisory Committee of the British Broadcasting Corporation. At the funeral service the Pharmaceutical Society was represented by the chairman of the Scottish Department (Mr. J. W. Goodchild).

SMART.—Recently, Mr. Alexander Victor Smart, M.P.S., F.B.O.A., 224 Tapton View Road, Chesterfield, Derbys. Mr. Smart, who had been managing director since 1929 of John Dent (Chemists), Ltd., New Square and Newbold Village, Chesterfield, was sixtyeight years of agc. His health had not been good for some time prior to his death.

WILKINSON. — On May 17, Mr. John Albert Wilkinson, M.P.S., 4 Percy Gardens, Forest Hall, Newcastle-on-Tyne, 12. Mr. Wilkinson qualified in 1913.

INFORMATION FOR MANUFACTURERS

Record of Designers.—The Council of Industrial Design, Design Centre, 28 Haymarket, London, S.W.1, maintains a Record of Designers from which in 1963 short lists of suitable designers were suggested for more than 500 projects. Copies are available from the Centre.

Surface Coating Resin Index. — A new "Surface Coating Resin Index" to replace a similar index published in 1959 and aiming at giving, under one cover, the basic information on all British-made surface coating synthetic resins at present available, may be obtained from the British Plastics Federation, 47 Piccadilly, London, W.1, price 8s.

Advisory Panel for Pharmaceutical Clients.—A panel of medical practitioners and pharmacists has been formed by Powell Advertising, St. John's Lane, London, E.C.1, to advise the company's pharmaceutical clients. The panel will prepare, edit or "vet" copy for advertisements and sales literature and collaborate with an associated film unit in the preparation of promotional films.

"Rare" Chemicals Directory. —
T. J. Sas & Son, Ltd., Victoria House, Vernon Place, London, W.C.1, are preparing a catalogue of rare and exotic chemicals which are usually "difficult to find." The company invites any manufacturer or chemist who has rare items to offer to send them full details. The catalogue will reach over 10,000 research laboratories and industries throughout the world.

Perfuming Thioglycollate Products.—Dragoco (Great Britain), Ltd., Tallon Road, Brentwood, Essex, state that as a result of painstaking experiments, their laboratories have now compiled a selection of perfume oils which produced excellent results for successfully covering odour of cold wave solutions containing ammonium thioglycollate compounds. Copies of a leaflet giving details together with samples are available from Messrs. Dragoco.

Fatty Nitrogen Compounds.—Marchon Products, Ltd., have developed a new process to manufacture a comprehensive range of amines. The range of products available includes dimethyl

alkylamines, symmetrical and unsymmetrical secondary amines, and various derivatives such as oxides, amphoterics and cationics. Various compounds which have not previously been made by any other process are included in the proposed range of products.

Biological Materials. — The list of Dade products available from Arnold R. Horwell, Ltd., 17 Cricklewood Broadway, London, N.W.2, now includes ceruloplasmin screening test set for quickly determining plasma ceruloplasmin levels in screening tests for Wilson's disease; Hepa-trol lyophilised serum for use as a control in determining thymol turbidity and cephalincholesterol flocculation in liver function tests; and a new set of reagents for use in determining glucose-6-phosphate dehydrogenase activity in red cells.

New Aluminium Compounds. — Hardman & Holden, Ltd., Mannox House, Miles Platting, Manchester, 10, are offering a series of metal organic compounds with pharmaceutical and cosmetic applications. Of pharmaceutical interest there are new aluminium antacids based on aluminium hydroxide such as sucralox, sodium glucaldrate and glycalox. On the cosmetic side a derivative of aluminium isopropoxide has been developed for an aerosol antiperspirant while certain Manolox compounds are said to have useful applications as water proofing and barrier products for the skin.

Development in Ozone Technology. The use of ozone for its powerful oxidant properties has been limited because available equipment has been capable only of producing dilute ozone. Such material has to be used immediately because it decomposes quickly. The British Oxygen Co., Ltd., Hammersmith House, London, W.6, have been carrying out research into the manufacture and application of ozone for some time and has developed a process that enables a more concentrated form of ozone to be produced on an industrial scale. This concentrated ozone can be stored for long periods in suitably treated vessels.

New Surface-active Agent. — A new surface-active agent RBS 25 is claimed by the makers, Medical and Pharmaceu-

tical Developments, Ltd., 2 Erringham Road, Shoreham-by-Sea, Sussex, to be extremely efficient for removing silicone oils and greases, polymers, tars, organic materials and radioactive contamination. Other claims are that the product is non-toxic and non-corrosive, replacing the dichromate-sulphuric acid mixture in use in many laboratories. It is said to be an efficient bactericidal agent and, unlike most detergent-type materials, the product leaves no trace or film after rinsing. RBS 25 is supplied in 5, 10, 30 and 60-kilo heavy-duty polythene containers.

Gum from Corn Sugar. — A new water-soluble gum that has been developed from corn sugar by the United States Department of Agriculture has the ability to maintain its viscosity when heated, and in contact with salts. Added to its solubility in water, those attributes suggest possible uses in food products, pharmaceuticals, cosmetics. lotions and shampoos. Studies so far indicate that the gum is harmless to plants and animals. The gum is made by the action on glucose of Zanthomonas campestris. The fermented material is purified, dried, and ground to a soft, bulky powder which can be stored for long periods and which it is reported dissolves completely in cold water.

Chemical Catalogues. — The new Aldrich catalogue of organic research chemicals (No. 11) now available includes a section giving structural for-mulæ of the more complex organic compounds, and an index of empirical formulæ. For further convenience all compounds are listed under a classification index. The catalogue also contains the range of inorganic compounds produced by Alpha Inorganics, Inc., which is a joint venture of the Aldrich Chemical Co., and Metal Hydrides, Inc. Sales representative for Great Britain is RALPH N. EMANUEL, LTD., 3 Leather Market, Weston Street, London, S.E.1. The rapid growth of the fine chemicals department of A. REVAI & CO. (CHEMISTS), LTD., 7 Idol Lane, London, E.C.3, has necessitated the issue of a separate catalogue of pharmaceutical chemicals and intermediates, state the company.









Rollei

REGULA





ILFORD

PERUTZ













rapid system

Rapid means quick. Rapid is a new system of loading the camera with film, a new way of photographing. It is the result of teamwork. Leading European manufacturers of cameras and films have cooperated in developing the Rapid system for the international photographic market. The day of its release, still a secret for the general public, is 1st July 1964. From 1st July 1964 Rapid cameras and Rapid films produced by well — known firms will be available, a wide range of cameras and a big selection of black and white and colour films.

The system itself is new, the Rapid cassette for quick and easy loading is also new.

Another new feature is the way the film threads itself. What has been retained is the standard 35 mm film which can be processed all over the world.

Those are the main points in brief. You will be hearing more about the Rapid system from the firms concerned as soon as their products are ready for the market. Further information will also appear in trade publications.

Another thing — the Rapid cameras and Rapid films will provide genuine additional business as they will not affect existing production programmes of the firms involved. This fact will be given due emphasis in the large-scale publicity campaign for the new system.

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

Rates of Pay

SIR,—The new J.I.C. scale of wages for assistants in pharmacy (C. & D., June 6, p. 579) gives them increases of about 30 per cent. over their 1961 agreed rates. We must therefore assume that the scale to be agreed with the Ministry of Health for National Health Service dispensing will be based upon contractors' 1961 rate (before the cut) plus at least 30 per cent.

C. R. THEWLIS, Middlesbrough

SIR,—I consider the recent J.I.C. award to assistants to be ill timed, and rather putting the cart before the horse. Surely it would have been more in keeping with the present situation on National Health Service matters to have awaited the final outcome of negotiations with the Ministry before proceeding with wage demands. After all, one could never accuse the Minister of indecent haste!

G. L. BEET. Morecambe

Up Jenkins!

SIR, — The following advertisement appeared in the Western Telegraph, Haverfordwest, on June 11:

QUALIFIED dispensing chemist to take full charge of new chemist shop opening October or November in the Maidenhead area.

Why the advertiser chooses a Pembrokeshire paper to advertise Berkshire post I am not able to say unless it is that the zeal of the Welsh people for education means that they have a surplus production of pharmacists just the same as they turn out teachers at a rate they cannot absorb in the Principality.

JONES THE SLEUTH

Principle and Profit

SIR,—I have recently conducted correspondence with Max Factor, Ltd., on the subject of their introducing another type of lipstick, making now a total of six types. Six types in a variety of shades represents an appreciable investment in one commodity, not to mention the increased overheads of stock checking, servicing, etc. I have carefully worked out the economics of this latest offer. Whilst I wish to remain an efficient distributor, I only wish to do this with the full implication of efficiency, which means a reasonable profit to me. I have declined to stock the new range until the manufacturers declare their policy of withdrawing some of the old range. I venture to suggest that other readers might, with profit, study the principle involved, and then write to Messrs. Max Factor as I have done.

H. O. WALTERS,

Wellington, Salop

Call for a Policy Statement

- British Alkaloids, Ltd., have joined the Pfizer Group. The company's product T.C.P. has been a "chemists only" line since before the flood; but Limmits are sold by grocers, etc. I would like to see a statement from Messrs. Pfizer about the future distribution of T.C.P. The statement must be clear and uncompromising. To say that the "sales policy" remains "unchanged" is too ambiguous for the "sales policy" remains likes of me.

R. HUTCHINSON, Progressive Pharmacy Association, London, S.E.7

Oldest Exhibited Certificate?

SIR,—Correspodence in your column has created interest in old certificates. I am aware that the oldest certificate is in Bloomsbury Square but it would be interesting to know which is the oldest certificate on display in a pharmacy. A certificate hanging alongside my own was issued to the late George Kendall of Masham. The certificate is No. 1726 and is dated July 1, 1844. The signatories are:

John Savory, President. F. N. N. Morson, Vice-president. Geo. W. Smith, Secretary

H. W. JACKSON, Masham, Yorks

Why the Silence?

SIR.—" Chemists to more money screamed the Tory Press.
"Prescriptions to cost more" cried those of the opposite camp. On reading further one gathered that a cheque for £230 could be expected to drop through the letter-box by the next post. All this was seven weeks ago and nothing has happened yet! The latest news came on May 1, telling us that the negotiating committee would meet to consider the matter on May 9! Where were they all in the meantime—in the south of France? where have they been since? For all we know they may all have died. One would think that members of the National Pharmaceutical Union would at least be entitled to a progress report-if indeed there has been any progress to report. Oh for a Union Executive with a little guts and drive!

NORMAN BUCKLEY.

London, S.W.11 **Camera Discounts**

SIR,—The altered terms referred to in the letter from Mr. D. J. A. Morgan, Guildford (C. & D., June 13, p. 596), are designed to give further support to those dealers, both large and small, who support Ilford, Ltd. Previous quantity discount terms were of interest only to the larger dealer but now, by the careful weighting of the Points Scheme, there is the opportunity for all dealers who carry a working stock of the Ilford range of cameras and equipment to enjoy better, more advantageous terms. For a very modest order dealers can obtain an extra 5 per cent., and for larger orders $7\frac{1}{2}$ per cent. or 1) per cent. With the introduction this autumn of a first-class range of Ilford cine cameras that will be incorporated

in this scheme, most dealers will be able to buy their season's stock at the higher discount levels.

GEORGE W. ASHTON. Home Sales Manager. ILFORD, LTD.

And the Price?

SIR,-May I, with great respect, ask manufacturers who advertise in the C. & D., or in any other trade journal, to cut out some of the verbiage and put in the item most essential, namely the retail price of the product. The nouncement on page 10 of the C. & D. of June 13 by Scott & Bowne, Ltd., is an example—a mass of wording but no mention of price, retail or wholesale. Why should a busy chemist be asked to write for terms when these could be stated straight away in the initial advertisement? The same strictures apply to the delivery notes issued by many firms. The very thing which the assistant who unpacks the goods and who has to price them for show wants to know is missing, namely the retail price. The delivery notes of one eminent firm are about 30 per cent. occupied by closely printed (and largely out-of-date) "conditions of sale," that the essential matter is cramped and often illegible. Some of the so-called literature I receive—one is bound to read it if one wishes to keep up to date -could be condensed, and many of the pompous phrases cut out completely. I cannot wonder that some of the doctors are exasperated by "literature" of the kind to which I refer. In a busy medical practice or dispensary one requires a brief statement of facts and figures about a new product—not an essay.

G. T. CULME, Kingston-on-Thames

Sales Policy for Chemists

SIR, — Recent announcements by G. B. Kent & Sons, Ltd., about their sales policy should be warmly welcomed by all pharmacists in general practice. The "brand leader" policy so sedulously encouraged by manufacturers interested in the widest possible distribution through the mass market certainly does not apply to tooth-brushes. In this field some want bristle and some want nylon — some want medium and some hard, a few want soft and a few still perhaps want even extra hard. There may be a preference for a particular colour in the handle, either to match the bathroom paint or, more usually, for purposes of distinc-tion by the family. The manufacturer's name scarcely ever enters into the selection at all, so the pharmacist is free to recommend, subject only to the colour, material and texture limitation, the one that he thinks is the best brush. Some time ago, when the neighbouring gents' hairdressers (who also, of course, sells tooth-pastes and contraceptives as well as razor blades, hair cream, shampoos and electric razors) began featuring a well-known brand of tooth-brush, we decided to show exclusively a brand

that we could sell with confidence and that was not sold by every huckster in the district. Refusing from then on all offers by rival firms of cash bonuses paid in advance, fifteen-to-the-doz. terms and free electric clocks, we concentrated on Kents and are selling as many tooth-brushes as ever. In order to give good service to all customers we keep in a drawer a few brushes of other brands, but these we buy in twos and threes from wholesalers instead of direct in grosses as formerly. If many chemists follow this policy there is bound to be a reaction from other manufacturers, and the subtle innuendo about the sales policy of Messrs. Kent is only one of the possible shots in the enemy locker. To this particular innu-endo the simple reply is "Well if they do change their sales policy we may have to consider changing ours but at the moment we have no complaint."

STANLEY BUBB, Branksome, Poole, Dorset

Image Presented by Pharmacists

SIR,—"Xrayser" (C. & D., June 13, p. 587) criticises those pharmacies which fail to convey to the public a correct image of the pharmacist's pro-fessional status. It would be easy to reply that the Council have done their best, but something more can be said. In discussing window displays at registered premises, the report of the Committee on the General Practice of Pharmacy states "...it is important that the essential character of the business should be clearly shown and con-sequently if articles other than medicines and medical and surgical appliances are exhibited no display of any class of such articles should be as prominent as or occupy as large an area as the display of medicines and medical and surgical appliances, unless the establishment is clearly departmentalised." talised." It was originally proposed that this and other recommendations about the appearance of pharmacies should be added to the Statement on Matters of Professional Conduct. But the Council were not satisfied that if this were done members in general would support its implementation, which is an essential requirement for all of the twenty-four clauses of the Statement. It was therefore decided that the proposals should depend for their effect upon the voluntary co-operation of pharmacists. Now that "Xrayser" has applied his own powerful spur to the matter, the membership may express a general wish for the appearance of premises to be controlled in a more precise manner than heretofore. As you have already reported, the Council have recently expressed their strong displeasure at the display in the windows of pharmacies of such non-pharmaceutical merchandise as imitation jewellery and nylon stockings.

W. K. FITCH.

London, W.C.1

Price Cutting in Argentina

SIR,—I send two pictures of pharmacies in Buenos Aires to show pharmacists in Britain that their own conditions of practice are not so bad that they might not be very different, if not much worse. The pharmacies that

A PHARMACEUTICAL **BYGONE**



pharmacy jar of about 1760 at Basingstoke, Haats, museum.

are giving up to 50 per cent, off the "fixed" (sic) price are for the most part the larger and centrally situated ones. Sun-glasses are not given away with hot-water bottles, but in some pharmacies the customer is entitled to a hypodermic injection "gratis." Supermarkets, grocers, oil stores, etc., in Argentina, are not at present allowed to sell drugs or "patents." There are no "chain" drug stores in Argentina and department stores do not have drug departments. Pharmacies are allowed to keep open all night should they so wish to. Some do. About 90 per cent. of chemists window displays feature

cosmetics, and the very liberal discounts given by pharmacists (sic) do not apply to perfumery items and cosmetics. The "discounts" given by most drug stores could be termed as elastic, and the granting of same might be compared with the functioning of a bran tub. There is no hard-and-fast V. O. READER, Buenos Aires

A Candidate's Thanks

Sir,—May I beg a little of your space to thank, somewhat belatedly, those members who voted for me in the recent Council election? I regret the delay-my daughter's wedding intervened. Competition is essential to combat apathy and complacency and I trust that my supporters will not consider their votes wasted.

C. H. PRESTON ROBINSON, Mansfield, Notts

Appreciated

I USE the price list every hour. I use the diary (especially the trade directory) every day. I read the C. & D. every week. I use the information bureau every year. . . Marvellous value.—G.E.C.

BRANCH EVENTS

SALISBURY

N.P.U. Branch

NATIONAL Health Service negotiations and suggested schemes for overcoming problems presented by the abolition of resale price maintenance were discussed by Mr. J. O. BOND (chairman, National Pharmaceutical Union) at a meeting of the Salisbury Branch of the Union on May 12. MESSRS. K. C. EDWARDS and R. THURSBY gave an account of the N.P.U. conference held on April 2.



DISCOUNTS OFF "FIXED" PRICES: The illustrations are of two centrally situated pharmacies in Argentina's capital city, "Descuentos" hardly needs translation as "discounts," indicating a system of price cutting pharmacies so well established that it rates incorporation in permanent frontage of the premises. Could this become the picture in Britain when R.P.M. is abolished?



This is how we shall present our Rapid cameras and Rapid films to the public from 1st July

Rapid – the photographic sensation
Rapid – a new way of photographing.
Simpler, quicker, more reliable and
more handy too. Just insert the Rapid
cassette and the film threads itself
– then photograph. No rewinding.
Rapid – the new joint international
system adopted by well-known firms.

Agfa presents:

Cameras and film cassettes for the Rapid system

Anyone can buy them

because they are so reasonably priced

Anyone can load the camera with them

because the film threads itself
 Anyone can photograph this way

- because it is so simple.





Agfa Iso-Rapid I — A small, good-looking pocket-size camera, in fact a genuine miniature camera which anyone can use. Simple, reliable, quick and convenient. Just insert the Rapid cassette and the film threads itself. You can then photograph without rewinding the film. 16 exposures 24 x 24 mm. Large, brilliant viewfinder, Rapid film transport wheel, film

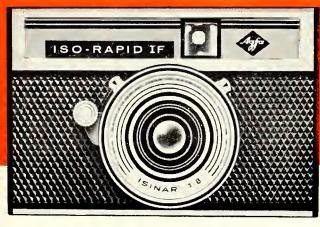








photograph



Agfa Iso-Rapid IF — Just as small and handy as the Iso-Rapid I but featuring in addition a built-in flashgun prepared for use in a second. For brilliant black and white and Agfacolor photos in any light. Big brilliant viewfinder, Rapid film transport wheel, film counter.



Agfa Silette Rapid I — The miniature camera proven for its reliability a million times over — now also available with the Rapid cassette: Insert the Rapid cassette and the film threads itself. You can then photograph without rewinding the film. 12 exposures 24 x 36 mm. Large, brilliant viewfinder, rapid wind lever for transporting the film quickly, film counter, flash contact.

Agfa Isopan F 17 Rapid — A black and white film giving excellent results in good light. Agfa Isopan ISS 21 Rapid — A black and white film for use in poor light. Agfacolor CN 17 Rapid — A universal film for colour and black and white photography. Agfacolor CT 18 Rapid — A film yielding brilliant colour transparencies and bright CT colour prints.

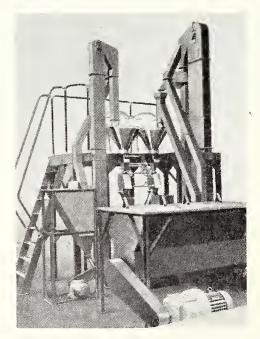
.....and the film threads itself

MACHINERY AND PLANT

Timing Equipment on Tour.—Electrical Remote Control Co., Ltd., The Fairway, Bush Fair, Harlow, Essex, England, are operating a travelling showroom with working exhibits of industrial timers and control panels. Visits are arranged at the request of companies wishing to discuss their problems in that sector.

High-speed Tableting.—Two rotary tableting machines, the Perfecta 11 and the Perfecta 31, that are offered by Wilhelm Fette (United Kingdom agents: Presslake, Ltd., 49 Thorpe Road, Peterborough) have special features of interest to tablet manufacturers. Punches on the Perfecta 31 complete two tablets at each revolution, compared with one per revolution on the Perfecta 11. The Perfecta 31 produces tablets up to 16-mm. in. diameter at about 180,000 an hour, and tablets down to 4-mm. in diameter at up to 700,000 an hour. Maximum diameter of tablets produced by model 11 is 13 mm., and the rate 54,000 an hour.

Batch - drying Ovens. — Thomas McDowell, Ltd., 64 High Street, Croydon, Surrey, have been granted exclusive rights to manufacture and market convection and vacuum-drying ovens designed and developed in Basle, Switzerland, by engineers of the CIBA organisation. In the convection dryer the trays containing material for drying are fitted horizontally in tiers. Even distribution of hot air, and minimum airtemperature variations, are assured by control of the airflow and by booster heaters placed at each tier level. The air is supplied by a centrifugal fan mounted on the roof, giving easy access for maintenance. The vacuum drying oven is a fabricated mild steel vessel designed for minimum weight. The trays are supported on platens in tiers, heated either by low-pressure steam or vacuum steam as required.



METERING AND MIXING: The Arenco-Alite metering and mixing plant illustrated has an output ranging from ounces per minute to 10 tons per hour. It has been developed to provide an accurate mix where the additive is small in relation to the bulk product, Makers are Arenco-Alite, Ltd., Pixmore Avenue, Letchworth, Herts.

Improved Range of Dust Collectors. —Dallow Lambert, Ltd., Thurmaston, Leicester, announce the availability of their new Uma Unimaster range of unit dust collectors. The unit is compact. A one-piece filter pad assembly of new design allows for easy removal for laundering or hygienic reasons, and replacement of filter elements is made much cheaper. Greater spacing between filter pads allows for the handling of more difficult dusts. A new design of filter-inserts, in conjunction with a simplified shaker linkage and a new patent shaker bar, results in greatly improved cleaning of the filter element. Addi-tional improvements incorporated in the new range are improved fan performances; redesigned dust seals to withstand greater pressure differentials; greater rigidity of unit case and base: easier manual release of filter-pad seal frame, and an extended range of filter fabrics, both natural and synthetic. Continuous advances in the capacity of pneumatic conveying installations have led, say the makers, to a requirement for larger air-venting filters, and the Unimaster range has been increased to include units having 150 and 250 sq. ft. of filtration area, in addition to the 50 and 100 sq. ft. already. tion to the 50 and 100 sq. ft. already being produced. A complementary piece of electrical equipment now available from Messrs. Dallow Lambert is the patented Fulimatic control system for filter cleaning, a system that provides controlled time-cycle shaking each time the fan is stopped. A timer incorporated in the panel ensures, first sufficient delay to allow the fan to slow down to a halt, and secondly controlled duration of the shaking period. The wiring of the panel is interlocked so that, once stopped, the fan cannot be restarted until the cycle is completed.



Working on the venturi system the air-operated hopper feed unit shown, which is made by Amigo Engineering Products, Ltd., Manchester Road, Cubitt Town, London, E.14, raises granulated and powdered materials from floor level to a height of up to 7 ft.

INSTRUMENTS AND APPARATUS

Foetal Heart Monitor. — Under the terms of a recent agreement with Bruce Peebles & Co., Ltd., Edinburgh, the Cambridge Instrument Co., Ltd., have acquired the exclusive world-wide manufacturing and marketing rights in the Bruce Peebles foetal heart monitor, an instrument designed to monitor the heart-beat of an unborn child against the background of the stronger maternal heart-beat. The monitor gives a continuously clear indication either audibly through headphones or loudspeaker, or visually by means of a flashing light, of the onset of foetal distress. The instrument is already in use in many hospitals.

An Agency for Swiss Instruments. -Heathway Machine Sales, Ltd., Ux-bridge Road, Hillingdon, Middlesex, recently concluded an agreement with Contraves, A.G., Zurich, Switzerland, for the exclusive selling agency of their scientific instruments and industrial control equipment in the field of rheology. Messrs. Contraves developed a number of viscometers including the Contraves Rheomat 15, capable of evaluating the rheological properties of pharmaceutical products. The viscosity, yield value and thixotropic behaviour of materials may be measured over a wide range of rate of shear and shearing stress. Contraves industrial viscometers may be used in both open and closed vats or mounted direct into a pipe-line, and work under extreme conditions of temperature and pressure.

A Miniature Temperature Recorder.

—The Minican temperature recorder (Cambridge Instrument Co., Ltd., 13

Grosvenor Place, London, S.W.1) is believed to be the smallest, self-contained recorder of its type. It is a precision-made mechanical instrument with a sensitivity comparable with that of a full-size recorder, but with the advantage that it can be inserted into a small space to record temperatures within the span—20 to 150°C., or—20 to +300°F. The instrument is basically a liquid-expansion thermometer that records temperature on a miniature, wax-coated chart by the proportional movements of a fine stylus. It is gas-, pressure- and liquid-proof, and can be inserted into a space as small as 5 by $2\frac{3}{4}$ in. Its accuracy is to within 0.5 mm. on the 40-mm.-wide chart.

Particle Size Analyser.—Goring Kerr, Ltd., Station Road, Gerrards Cross, Bucks, now supply the Photosedimentometer, originally developed for analysis of sub-sieve powders by Bound Brook Bearings, Ltd. In the instrument a sample of a powder to be analysed is dispersed in a glass tank containing a liquid of suitable viscosity, which stands in a light beam. The Photosedimentometer measures the opacity of the suspension by comparing the amount of light falling on the tank with the amount of light passed by the sample. The comparison is performed by a potentiometric recorder, the scale of which is directly calibrated in optical density units. The instrument may also be used as a colour comparator, as an absorptiometer for chemical analysis, or for measuring the opacity of filters, photographic negatives or coloured solutions.

NEW PRODUCTS AND PACKS

PHARMACEUTICAL SPECIALITIES

Isoprenaline Inhaler.—Benger Laboratories, Ltd., Holmes Chapel, Ches, have added to their Prenomiser aerosol range a new product Prenomiser forte delivering accurate doses of isoprenaline sulphate in micro-aerosol dispersion. Each dose contains 0.5 mgm. of isoprenaline sulphate to give rapid relief of bronchospasm associated with acute asthma. The product is also claimed effective in assisting expectoration and relieving breathlessness in chronic bronchitis. The presentation is as a 20-gm. pressurised container with plastic mouth-piece and dust cap.

OVER-THE-COUNTER MEDICINALS

Breath Purifier.—Edwards Harlene, Ltd., 41 Kingston Road, Leatherhead, Surrey, have launched a new product "Gold Spot" breath purifier. in luxury presentation. One drop of "Gold



Spot "placed on the tongue is claimed to stop breath odours instantly, freshening the mouth. Suitable for both men and women. "Gold Spot" is in a pack that is easily carried in pocket or handbag. It is sent out in a counter display outer.

COSMETICS AND TOILETRIES

Luxury Hair Spray.—Saga of Bond Street (Saga (Plastics), Ltd.), 29 Old Bond Street, London, W.1, have added "Misty Luxury" to their range of hair



Above: Sunsilk lanolin cream shampoo for dry hair by Gibbs Pepsodent, Ltd., Hesketh House, Portman Square, London, W.1.

Square, London, W.1, now available in bottle. At right: new Misty aerosol hair spray of Saga of Bond Street, 29 Old Bond Street, London, W.1. and beauty products now being extensively advertised in the London area. Main claim for the product is that, having no content of sticky gums and oils, it may be used time after time and still leave the hair clean.

Eyelashes in Colour.—Eylure. Ltd., 58 Bridge Road East. Welwyn Garden City. Herts, have extended their range of natural fur lashes with shades of green and blue in addition to the existing black, dark brown and medium brown.



Left: New perfumed aerosol hair spray of André Philippe, Ltd., London, S.W.6. Right: The three sizes of Diamon Deb nail styler on wire display stand. Distribution of the styler, whose diamond and sapphire crystal abrasive is embedded on a rustless nickel silver base, was recently taken over by Scott & Bowne, Ltd., 50 Upper Brook Street, London, W.1.

Pressurised and Perfumed. — André Philippe, Ltd., 71 Gowan Avenue, London. S.W.6, have introduced an 8-oz. perfumed aerosol hair spray. Clear, and containing lanolin and a conditioner, it is in a pack with a newly designed label in pale blue fading towards the edges, a pink band bearing the name André Philippe, and a blue cap.

Perfumed Spray Deodorant. — Max Factor Hollywood and London (Sales), Ltd., 16 Old Bond Street, London, W.1. have launched what is described as "another big winner" in their new perfumed spray deodorant in conical "squeeze" bottle. With initial orders are being sent a display "dispenser" and showcard.

Lash Lengthener and Brush-on Mascara.—Fabulash, a new product of Revlon International Corporation, 86 Brook Street, London, W.1, is described as a lash lengthener and brush-on mascara in one. It contains tiny filaments that adhere to the lashes, building them up with successive applications to the length and thickness desired. A separate lash-base is available that speeds application and "takes lashes to even greater lengths." Fabulash is available in black, dark brown and dark blue. An additional colour (charcoal grey) and refills become available on July 13.

"Sophisticated Yet Balanced" Perfume.—A new perfume "Frenzy" by Goya, Ltd., Badminton Court, Amersham. Bucks, is now being distributed to stockists. It is described as having a discreetly used green top note blending well with a background of wood and fern. A middle floral note has been achieved with tuberose and orange blossom. the result being claimed "sophisticated enough for a grand occasion yet so well balanced that it can be worn all day." The perfume itself, in miniature, classic flacon and gift flacon sizes. is supplemented by perfume spray, Cologne (1-oz. and gift sizes), Cologne spray, stick Cologne, talcum and dusting and aerosol talcum powders. bath and blossoms, bubble and beauty baths, soap (single-tablet and three-tablet boxes), spray sets (standard and giant), head dress, shampoo (sachet and bottle), hand lotion, cleansing pads, and deodorant spray and compact.

VETERINARY PRODUCTS

Shampoos for Pets.—Ashe Laboratories, Ltd.. Kingston Road, Leatherhead. Surrey, have produced a display outer holding 1 doz. of each kind of three new Sherley shampoo sachets (insecticidal in green sachet; poodle in blue: and medicated in yellow).

SUNDRIES

Insulated Jug. — Insulex. Ltd., 67 Westbourne Grove, London. W.2. have put on the market a new insulated coffee jug which they claim keeps drinks hot for four hours. The jug, which may also be used for iced drinks, is hermetically insulated by the Insulex method. Boil-



ing drinks may be mixed in the jug without any risk of damaging the unbreakable lining. It is included in the Design Index of the Council of Industrial Design and all dispatches leaving the company's warehouse now carry the Design Centre seal. Capacity is 32 oz. $(\frac{13}{4}$ pints) and available colours are alpine blue, nut brown and gold. To be distributed by leading chemists' wholesalers, it is initially available from Butler & Crispe, Ltd., 80 Clerkenwell Road. London. E.C.1.

EXPANSION PLANS

BRITISH Cellophane, Ltd. (a subsidiary of Courtaulds, Ltd.), plans to increase its production of plastic films at its Bridgwater factory. Equipment is being installed to produce a further 3,000 tons of polythene per year and 1,800 tons of biaxially orientated polypropylene.

TRADE NOTES

Imports to End. — May, Roberts & Co., Ltd., 47 Stamford Hill, London. N.16, announce that their present small stock of Himrod's asthma remedy is not being replenished by further importations.

Leaslets for Customers.—CIBA Laboratories, Ltd., Horsham, Sussex, announce that copies of the Entero-Vioform customer advice leaslet "Avoiding Holiday Tummy" are again freely available on request.

Tablets Now Lettered.—To aid identification of their product Norgesic. Riker Laboratories, Loughborough. Leics, now stamp the scored face with the capital letters "N" and "G." The reverse face continues to bear the name Riker.

Reformulated.—Boots Pure Drug Co., Ltd., Station Street, Nottingham, have reformulated Febrilix to comply with the specification for elixir paracetamol for infants, B.P.C. Febrilix is now supplied in bottle of 60 mils. The price is unchanged.

Improved and Reintroduced.—A fineline eyebrow pencil has been reintroduced to the market by Revlon International Corporation, 86 Brook Street, London, W.1. Improvements have been made after an absence of eighteen months. The pencil comes in black, charcoal grey, dark brown and light brown.

Through Most Wholesalers.—Dunster Laboratories, Ltd., 14 Yorkshire Street, Rochdale, Lancs, announce that their Coprolax capsules (for use where both a laxative and a coprolising effect are required) are now available through most wholesalers, and invite retailers who experience any difficulty in obtaining supplies to contact the company.

Cube Free with Talc. — CUSSONS, SONS & Co., LTD., Kersal Vale, Manchester, announce a special offer to customers during the summer period. A bath cube is being given free with every tin of Imperial Leather, Damask Rose, Lilac Mist or Linden talcum powder. The talcums and cubes, banded together, are mounted on free-standing display cards.

Sunglass Deliveries. — Polaroid (U.K.). Ltd., Queensway House, Queensway, Hatfield, Herts, state that they can deliver models 141 and 171 and 595 of Polaroid sunglasses from stock, 808 in seven days. Delivery time for model 121 is 7-14 days, for model 555 (honey-brown and black) 3-4 weeks and for model 22, 4 weeks. Out of production are models 407, 416, 606 (black and dark olive), 666, 989 (black and brown), 555 (rush brown) and 595 (char blue and black).

More Prize-winners. — Further chemists who have gained prizes for having correct displays of Optrex show material when "Mr. Optrex" called are Clarence Drug Stores, Ltd., and Industrial Medical Supplies (Kingston), Ltd., both of Kingston-on-Thames, Surrey; A. C. Stockwell & Son, Ltd., and D. L. Lewis, Ltd., both of London, W.5; Scaddans (G. W. Scaddan & Co., Ltd.), Windsor, Berks; Johnson Multiple Chemists, Ltd., Slough, Bucks;

J. Powell & Son, Ltd., Reading, Berks; J. W. Perrin, Ltd., Pangbourne, Berks: Hickman & Son, Ltd., Newbury, Berks, and G. Turton, Kingsclere, Hants.

Pouchette with Tanning Oil.—Ayrton, Saunders & Co., Ltd., 34 Hanover Street, Liverpool, 1, are—for a limited period—offering for only sixpence a cosmetic pouchette with every purchase of Bikini oil (for sun-tanners). The pouchette, which snugly holds one bottle of Bikini oil, is convenient for carrying and packing. To the pharmacist, the pouchettes are included at 3s. 4d. per doz. on orders for Bikini oil from 3 doz. upwards (but not exceeding one gross per pharmacy). A special showcard is also supplied.

Change of Distributor.—On July 1, GEIGY PHARMACEUTICAL Co.. LTD., Wythenshawe, Manchester, 23, become responsible for distributing the pharmaceutical specialities of Boehringer Ingelheim, Ltd. From that date, state Messrs. Boehringer Ingelheim, no further orders should be addressed to Pfizer, Ltd. Approved Geigy customers should send to the appropriate Geigy distribution centre (Wythenshawe or Isleworth). A list of the Boehringer Ingelheim products is given on another page.

An Irish Beauty Aged Four. — The Winner of the 1964 event in the competition organised annually by Gibbs-Pepsodent, Ltd., Hesketh House, Portman Square, London, W.1, to find the "prettiest little girl in Great Britain" was four-year-old Corienne Robb, Belfast, Northern Ireland. As "Miss Pears 1964" she was presented with a cheque for £500 by Gracie Fields aboard the Royal Mail liner "Andes" at Southampton on June 9. Corienne will also be in advertisements for Pears' soap for the next twelve months. The other five finalists at the selection each received a cheque for £50, a Walt Disney toy and a Tick-a-Tees dress.

Bilirubin Control for Laboratory Use.—A new Dade Reagents control, Bitro, for use in hospitals and laboratories for the serum determination of bilirubin is available from Arnold R. Horwell, Ltd., 17 Cricklewood Broadway, London, N.W.2, the authorised United Kingdom distributors. The product is a specially processed free-dried serum containing purified birilubin in a 100 per cent. pure crystalline bovine albumin base, free of chromogenic Distilled-water is recontamination. quired for its reconstruction. The solution when made is stable for up to ten days when refrigerated and may be frozen once, in which state it is claimed stable for at least two months (in the dried state, the serum is indefinitely stable at 2-10°C.). Bitro is supplied in box of six 160-mgm. amber glass vials, each yielding 3 mils of reconstituted serum.

Iodophor Preparations.—Berk Pharmaceuticals, Ltd., 8 Baker Street, London, W.1, market a range of specialities based on povidone-iodine, an iodophor possessing, it is claimed, all the germicidal qualities of iodine without its undesirable features. The

products, all issued under the trade mark Betadine, comprise a surgical scrub, antiseptic solution, ointment and scalp lotion. An aerosol spray pack is shortly being added. The makers point out that Betadine solution is rapid in action and that the colour of the solution provides a built-in indicator to its activity, while it causes no permanent stain and is easily washed off with water. It is available in 1 pint and 1-gall, plastic bottles. Betadine surgical scrub and scalp lotion each contain 0.75 per cent, of active constituent, and the lotion is offered as a safe and effective treatment of seborrhæic conditions of the scalp characterised by rash, scaling and exudation, and excessive dandruff accompanied by pruritus. It is claimed to make the hair soft, easy to manage and free from any objectionable medicinal odour. The pack is a 4-oz. bottle.

Cream and Blush Rouges. — New cream rouge and blush rouge of Coty (England), Ltd., Stratford Place, London, W.1, are available in six basic tones, which are "subtly blended to give light and shade to the face." The shades are peach coral, pink, rose, flame, red and russet.

Bonus Offers

ASHE LABORATORIES, LTD., Kingston Road, Leatherhead, Surrey. Sherley's "cage-bird corner." 32-item unit at 5s. off normal cost price. Sherley's trio of pet shampoos. Display outer of 3 doz. (1 doz. of each) at 3s. off normal cost price (introductory offers).

CUSSONS, SONS & Co., LTD., Kersal Vale, Manchester. All talcum and baby powders of the company. 5 per cent. reduction on trade price on all orders received before July 31.

EDWARDS HARLENE, LTD., 41 Kingston Road, Leatherhead, Surrey. "Gold Spot" breath purifier. Thirteen invoiced as twelve (introductory offer).

MANUFACTURERS' ACTIVITIES

Motor Race Sponsored.—Ilford, Ltd., Ilford, Essex, are sponsoring an "Ilford films" trophy race as part of the European Grand Prix meeting at Brands Hatch, Fawkham, Dartford, Kent, on July 11.

Russian Visitors.—Delegates of the Chemical Workers' Union of the U.S.S.R., accompanied by Messrs. M. Sharpe and R. Deane of the British Chemical Workers' Union, visited the Ovaltine factory of A. Wander, Ltd., King's Langley, Herts, on June 2. The visitors toured the dietetics and pharmaceuticals manufacturing departments, asking many questions on machinery and methods, the employer-employee relationship, wage structures and conditions of employment. The party later toured the borough of Hemel Hempstead and visited the home of one of the factory employees.

INFORMATION WANTED

The Editor would appreciate information about:

Clements tonic Trigenin Apeloids



and throughout the summer on LONDON, MIDLANDS & NORTHERN TV STATIONS

Look out for a big boost to your 'SAXIN' sales when the impact of TV is superimposed on the intensive all-the-year-round 'SAXIN' advertising in newspapers and magazines.

Add to all this the rapid build-up of the exciting Holidays

Competition—and the benefit of the "Sell and Prosper"

Scheme—and you will understand why 'SAXIN' is far and away your best profit-maker in the entire market of aids to slimming.

'SAXIN'- the non-fattening sweetener

That's why
it pays you to
stock, display
and sell

THE 'CHEMISTS ONLY'



BURROUGHS WELLCOME & CO. (THE WELLCOME FOUNDATION LTD.) LONDON

NEW CAMERAS AND FILMS

The biggest news in photography gets the biggest support ever!

July 1st, 1964 — launch date of the most dynamic, nation-wide advertising campaign ever produced by Agfa. This will launch the new 'Rapid' cameras and film in Britain. The spearhead of the attack—television.

30 Second Spots On The Five Main Networks At Peak Viewing Times With Two On The Launch Date

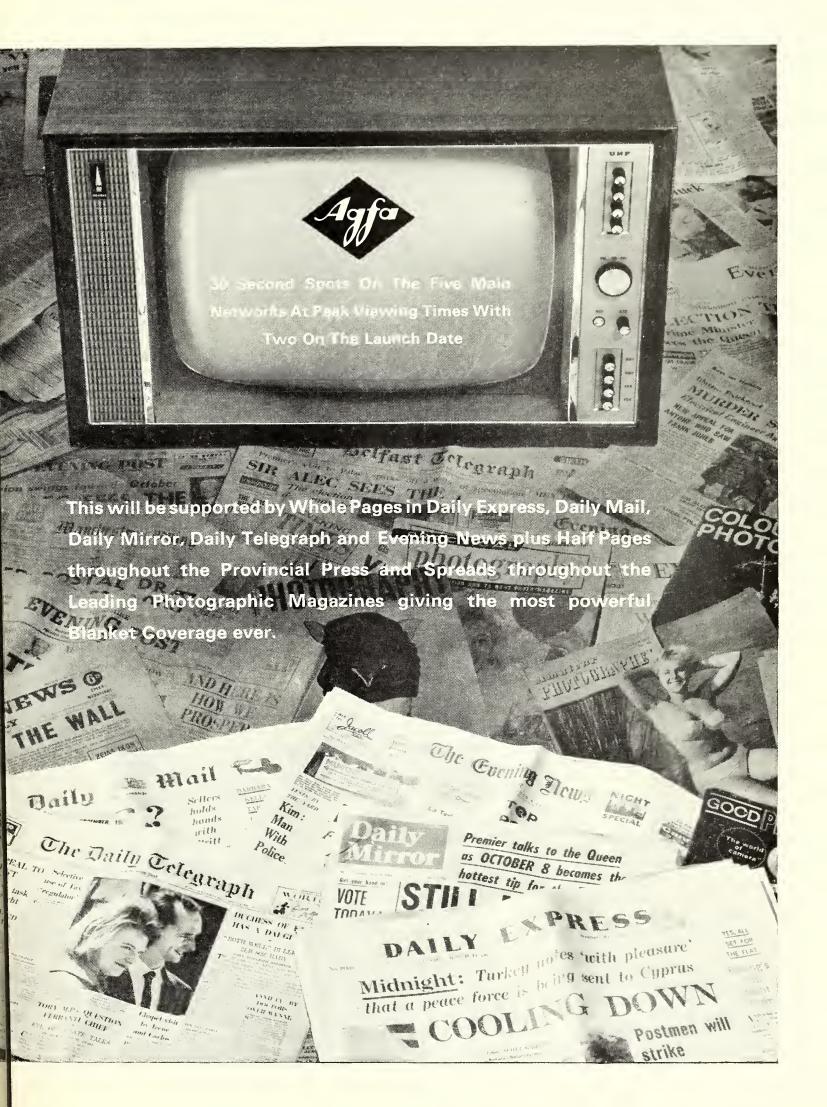
This will be supported by Whole Pages in Daily Express, Daily Mail, Daily Mirror, Daily Telegraph and Evening News plus Half Pages throughout the Provincial Press and Spreads throughout the Leading Photographic Magazines giving the most powerful Blanket Coverage ever.

And more to come! Powerful display support giving added boost to a dynamic campaign, concentrated into July and August—concentrated to create the biggest demand in the photographic trade since the invention of the camera.

New Rapid Cameras And Films Will Revolutionise Photography For Millions of People.

go Mill with





ANOTHER BIG WINNER FROM MAX FACTOR



SPRAY DEODORANT

THE **SPECIAL** DEODORANT ALL WOMEN NEED!

It's just what every fastidious woman has been looking for! Because it's newly-formulated, long-lasting, fast-drying—and has been specially created for women—it will also create outstanding sales for you!

Launched through a powerful National campaign

Dramatic full-page advertisements featuring this lovely girl will appear in all these popular women's magazines:

WOMAN • WOMAN'S OWN • SHE • MODERN WOMAN EVERYWOMAN • FLAIR • HONEY • RAVE • VANITY FAIR

Ready Stocks mean Ready Sales—**ORDER NOW!** In your initial order you'll receive the *Display Dispensers*, together with a distinctive, beautifully-designed Showcard. Display them prominently. In a flash they tell—and sell—the new exciting story of Max Factor Perfumed Spray Deodorant.

make sure you stock BIG-you're bound to sell BIG!



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TELEPHONE: CENTRAL 6565

Shop Closing Hours

Compulsory evening closing and compulsory half-day closing once a week are not only desirable but necessary. Shops Acts inspectors have informed the Home Secretary in reply to a Home Office request for their views on possible changes in the shopping hours law. Through the Institute of Shops Acts Administration, they say there is no longer a need to attempt to justify the closing-hour provisions of the law. Those provisions secure for shop assistants hours of employment which they might not otherwise obtain, but more importantly the legislation achieves a "reasonable balance" as between the needs of shopkeepers, shop assistants and consumer.

A memorandum from the Institute states:

WE feel it is necessary to retain some general control as there is no doubt the element of competition amongst those least able to stand it (i.e., the small shopkeeper) would lead to gradually extended opening hours in the evening, which would become uneconomic and deprive the shopkeeper of the opportunity for reasonable relaxation. Some people maintain, of course, that the rights of the individual should control this issue, but it is a fact that one shopkeeper can force several others to work long uneconomic hours completely beyond anything the public can reasonably expect.

The Institute declares it to be a "well established and proven fact" that few shops remain open in the evening to the hours permitted by the existing legislation, and such criticisms as there are about a lack of facilities for the consumer are more properly directed at the shopkeepers who close their shops at 5.30 or 6 p.m. than against the Act which permits trading generally up to 8 p.m. The Institute proposes to submit a further memorandum examining whether 8 p.m. is the most appropriate general closing hour. "We incline to the view that 8 p.m. is the earliest hour that should be fixed; 9 p.m. or 9.30 p.m. may be more appropriate, dependent upon the approach to the question of exemptions. It is recognised that it will continue to be necessary to exempt certain types of businesses from any general closing hour which may be decided upon.

The Institute is in favour of modifying the half-holiday rule to give greater freedom of choice. While the weekly half-holiday is a well-established habit and achieves easy compliance with the half-holiday requirements for shop workers, secures some relief for shop-keepers, and creates no great hardship for the shopping public. Much is to be said, it argues, in favour of allowing a shopkeeper to choose the day on which he will close his shop for the half-day. That would help to

provide shopping facilities throughout the six days of each week without causing unfair competition. Any amending Act should, as a first step, repeal all existing local Weekly Half-Holiday Orders (and Closing Orders). Existing Orders, dating in the main from soon after 1912, no longer reflect sensible boundaries or divisions in trades, and in many instances are no longer enforceable. The procedure for amending them prevents flexibility.

On the problems of the small trader, the Institute declares any attempt to give the small trader greater freedom as regards the evening closing hour than the trader with a larger labour force would be impracticable.

There is no doubt that the balance between the demands of those working in shops, employers not actually so engaged, and the public is a delicate one that needs to be carefully controlled to ensure equity in all respects. So far there has been much emphasis on the so-called advantages accruing to the small shop-keeper by amending the closing hours. The Institute deserves commendation for the clear recognition of some of the problems.

"OPEN SHOP"

Comments by E. C. TENNER

Legibility Means Safety

SOME days ago I was presented with an illegible prescription from a doctor who wastes a good deal of my time with his bad writing, and I reproved him. Other pharmacists, I know, also have difficulty with his writing yet, in spite of our frequent 'phone calls to him, he seems to make no effort to improve his writing. Yet his cold and unapologetic manner when telephoned proved him no less touchy than we are about his writing!

The Pharmaceutical Society, which administers the Pharmacy and Poisons Acts, should impress on the medical profession at national level the reasons for the legal requirements of dose on Schedule 4 prescriptions. Surely, too, it is time for the medical profession itself to torpedo the old joke about the doctor's writing, and to require practitioners to behave with good manners and proper regard for patients' safety by writing carefully and legibly. However well paid I came to be, I should continue to be exasperated by prescriptions written in present inconsiderate fashion. But am I going to be properly remunerated. and when? Here we are in June. What is the position of the negotiations with the Ministry? How long are contractors to keep quiet and submissive?

How Did I Ever Manage?

"I want to share my joy with you in introducing my truly great triumph: Liquid Night Cream—the golden answer to every feminine heart...so I am sending you some of my precious Liquid Night Cream to enjoy for yourself. Already my clients are wondering how they ever lived without it....

Yours most sincerely, Elizabeth Arden."

In my present mood this glamorous propaganda runs right off my back. At 35s. a pot, "golden" and "precious" may be appropriate adjectives. but I think that even if Miss Arden is, as she says, mine "most sincerely," her intelligence must be underrating mine.

OF ACADEMIC INTEREST ONLY: As a peer, or a columnist, or both, I receive the most extraordinary circulars. One I got last week from a big medical concern recommended to me an oral contraceptive. This puzzled me. At my age I am doubtful about my prospects of fatherhood. My chances of motherhood have always been minimal.—The Earl of Arran in London Evening News.

They might have been chemists

WOULD-BE PHARMACISTS WHO HAVE EXCELLED ELSEWHERE

By FRANK HALEY

but one budding chemist took it. and instead of Barney Colehan, M.P.S., we have Barney Colehan, B.B.C. His production of "Those Were The Days," televised at Leeds City Varieties, was the B.B.C. entry for an international competition at Montreux in 1964. "Yet I'm still fascinated by chemists' shops." he told me. "But I mean real chemists, not the supermarket store type, I'm afraid." Mr. Colehan wanted to be a chemist, and served in a pharmacy for four years (1936-40) then disappeared, in a manner of speaking, into the maw of the Army. Disgorged in 1946, he was already tied up with show business, and at the B.B.C. his first job was with Wilfred Pickles (of Fynnon salt fame, to reverse the compliment).

"Have a Go" established not only Pickles. It made Barney Colehan a professional producer, diverting him permanently from his original intentions. "My father and uncle were in the textile trade, but their sons all wanted to be chemists! I can't tell you why—we just did. I started at Swain's pharmacy, Beckett Road, Leeds, but never qualified, owing to the war, radio and television. My brother James did qualify. He became manager of the retail pharmacy of Chas. F. Thackray, Ltd., and is now an assistant manager on the company's wholesale side. My cousin (E. Colehan) is an analytical chemist, working in Bristol on smoke abatement, and another cousin (T. Colehan) is a representative for 'ethical' preparations, living at Idle, Bradford, and calling on doctors."

Though the area in which Mr. Colehan worked has largely been pulled down, he occasionally passes the former Swain's pharmacy, now closed and rather derelict. "In a way I wish they'd pull it down, too, not leave it standing there like a reproach! I used to walk from there about a couple of miles to get things for the shop from Castelows, the chemists. In fact, I work now for the B.B.C. just opposite Castelows, and often pop in. I have got to know old Mr. Castelow, though at first he did not know I was the boy who used to run errands for Mr. Thomson nearly thirty years ago."

Admiring the old-established Castelow pharmacy, Barney Colehan says "I feel I am in a real chemist's shop." I suggested it was late now for such sentiments, but he countered by saying that he has seen one or two renovated pharmacies that had kept many points of interest peculiar to pharmacy as a profession.

Wellsian Memories

Earlier in time was H. G. Wells, Bertie as he was called when he was hired as apprentice by Mr. Cowap, chemist. Midhurst, Sussex. According to the late great novelist and polemist. it was his third start in life. "I do not know how my mother hit upon the idea of making me a pharmaceutical chemist." he wrote (several of us might ask our mothers the same question), "but that was the next career towards which I (and my small portmanteau) were directed."

Wells did not reveal what was in his small portmanteau—probably a rough draft of "Shape Of Things To Come"—but he has left a favourable picture of Mr. Cowap. Drapery, and other states of being, suffered hard words from Mr. Wells, but the future best seller and early science fictionist noted that Cowap "really did produce a heartening cough linetus" and more besides

cough linctus," and more besides.

In this age of anxiety or, to adapt Auden, disparagement, it is pleasant to note how one famous man viewed pharmacy. Wells always made clear his dislikes, but he

enjoyed working for Mr. Cowap, "amid the neat, gilt-inscribed drawers and bottles. . . . I rolled a few score antibilious and rhubarb pills, broke a dozen soda-water syphons during a friendly broom fight with the errand boy, learnt to sell patent medicines, dusted the coloured water bottles, the bust of Hahnemann (indicating homœopathic remedies) and the white horse (veterinary preparations)." Cowap and his "amusing cheerful wife" were models for aunt and uncle Ponderevo in "Tono Bungay." Wells has said, and he was pleased to add "This time I gave satisfaction." But at fifteen he was a problem, "nibbled at Tom Paine, devoured an unexpurgated edition of Gulliver's Travels, found Plato's Republic a very pleasing book indeed."

But training as a pharmacist was beyond his mother's means to provide for him. He had reluctantly to leave Cowap, turn aside from pharmacy and take the downward path to teaching, writing pot-boilers for world consumption, accepting huge cheques for film rights and lecturing the world on its ills. True, that diversion from a likely career was to lead to affluence for him years before we became an affluent society but. he complained, "I was reluctant to abandon this start because I really liked the bright little shop with its drawers full of squills and senna pods, flowers of sulphur, charcoal and suchlike things." Wells had little Latin, less £ s. d. The Latin he soon began to learn, typically fast and sure, but the £ s. d. let him down. He had to upset Mr. Cowap and take to greener ways.

In the American Tradition

Another notable who might have been a pharmacist was less fortunate than Wells, his fame coming late and providing wealth for a much shorter period. William Sidney Porter. beginning as a youth "clerking" in his uncle's drug store in Philadelphia. switched uneasily, in the great American tradition. from job to job. In banking he rose to teller but a little difficulty with cash sent him to Columbia prison. That meant for him. curiously, a return to dispensing. for he became night druggist. Three years and more in gaol on a quiet job also left time for thought. Dispensing after dark (or possibly, with his intermittent experience, in the dark) prompted him to write short stories. He sent them out as the work of "O. Henry," and after prison enjoyed a few years of fame before he died.

That distraught genius, Oliver Goldsmith, ran raggedly about Europe in his day, touching on many things including medicine. He gained a superficial knowledge of chemistry and natural history at Edinburgh. When not actually playing the flute for coppers, writing poetry and "The Vicar of Wakefield" for similar sums, he was "mate to an hospital. Surgeons' Hall." and seriously considered a career of that sort. Meanwhile—and time flew for Poor Noll—he found sympathy and practical help among chemists in London. They were charitably inclined to the volatile Irishman, and gave him work pounding drugs and running errands round town with phials.

Another volatile character, half Irish, half French and wholly American, Hubert Prior Vallée knew all about the joys of pharmacy from having grown up in one. His father duly dispatched him to Maine University to qualify, but as things turned out he switched to something unrelated to pharmacy. Of all things, he took a correspondence course in the saxophone, from a jazz player, Rudy Wiedoft, celebrated in that era. It led eventually to employment with London's Savoy Orpheans, and to what a textbook unkindly terms "the nasal redactions, called crooning" of Rudy Vallée. He acquired a nickname from his teacher, a fog-

horn note on the sax, and \$2 millions in under two years from his eareer as first crooner. Understandably he never went back to qualify though his father thought him eccentric for not entering the business. "I liked show business better," he once wrote me, "despite all the insults about being the first and worst crooner!" Several more million dollars later he co-starred on Broadway, creating the part of eccentric millionaire in "How To Succeed In Business Without Really Trying." He is still at it, three years later, in a non-stop run.

In London he stayed in a "simple one-room flat over the British Museum tube, not so far from Bloomsbury Square, but his mind on making, not taking. On the dollar-decorated route to "How To Become . . . etc.", he appeared for Proctor & Gamble, and other firms selling through chemists, among other things "plugging" Fleischman yeast for years. Otherwise he drifted clear away from the pharmacy. If this curious quintet had devoted their dynamic abilities to pharmaey, what would have been their impact on the profession?

Pharmaceutical Society of Ireland

MONTHLY MEETING OF COUNCIL

THE news that an Irish pharmacist, Mr. H. N. Scroope, Nenagh, co. Tipperary, had been elected first president of the recently formed Pharmaceutical Society of Northern Rhodesia (Zambia), was greeted with enthusiasm at the meeting of the Council of the Pharmaceutical Society of Ireland held in Dublin on June 9. "We are all extremely pleased that this honour should be bestowed on a Licentiate of our Society and an Irishman," said THE PRESIDENT (Mr. D. J. Kennelly). News of the appointment was contained in a letter from the secretary and treasurer of the new Society (Mr. D. J. Rigg) which stated:—

"The Society was formed at a meeting of pharmacists in Broken Hill on May 24. Mr. Scroope was appointed *President*; Mr. W. E. Foote *Vice-president* and Mr. D. J. Rigg *Secretary and Treasurer*. I have been asked to pass this information on to you and to express the hope that cordial relations between

our two Societies will be established."

A Tribute from Zambia

In a letter to the president of the Pharmaceutical Society of Ireland, dated May 26, Mr. Scroope wrote "I have pleasure in sending greetings to you and your Council as president of the newly formed Pharmaceutical Society of

Northern Rhodesia, shortly to become Zambia.

"I feel it is a tribute to the Pharmaceutical Society of Ireland and to the esteem in which the Irish are held in this country that the first president should be an Irish pharmacist. There is no doubt that Irish graduates form the backbone of the health services here. The greatest needs of this country are facilities for training students and the recruitment of qualified and experienced staff. I should be grateful for the advice of your Council in regard to accepting students who had served an apprenticeship here, and the standard of entrance, with the subjects required. The Minister for Health is anxious to receive advice on this matter. You should bear in mind that this Society has no statutory powers at present."

THE PRESIDENT said he had instructed the registrar to send a cablegram to Mr. Scroope conveying to him the congratulations of the Council and the Society. He added that the question of affording academic training to Rhodesian students in the Republic of Ireland and allowing them to do their apprenticeship in their own country could be considered at the next meeting. The President's statement that they would do everything in their power to assist him and the new Society was greeted with applause. Mr. M. F. Walsh urged that everything possible should be done to establish liaison with the new Society. "We cannot afford any longer to be insular," he declared, "Irish pharmacy has now become international."

MR. P. A. BRADY, T.D., said the appointment of Mr. Scroope was a tribute both personal and to the College of Pharmacy. He had known Mr. Scroope as "a serious thinking student," and Mr. Scroope's election vindicated that opinion. MR. R. J. POWER, expressing pleasure at the appointment, said Mr. Scroope had maintained contact with the Irish Society and had continued to take an active interest in its affairs.

When MR. G. C. O'NEILL suggested that Mr. Scroope should be appointed an honorary member of the Society. THE REGISTRAR said that such a course was precluded by the

Pharmacy Act. It was unanimously agreed to send Mr. Scroope the Society's congratulations and best wishes.

A Wrong Impression Corrected

THE PRESIDENT then said a wrong impression had been given by the Council's decision in May to supply secondary schools with copies of a reprint from the *Irish Independent* "Guides to Careers" book. Some people apparently thought the Society were starting a recruiting campaign to bring more people into pharmacy. That was not correct. As a Statutory Society the Council had as one function to give people information. It had also a responsibility to keep the Society's school going. It was now necessary to limit the number of applications for admission to the College. The decision to circulate the reprints was prompted by an endeavour to attract more assistants into pharmacy. There was currently a serious shortage of registered assistants.

The reprints had not yet been completed and would not be sent out until the schools reopened. MR. O'NEILL, who said he understood the criticism had come from outside, enjoined a certain amount of caution within the Council about circularising of the schools. Before any circular was sent out the Council should be given an opportunity of examining it. THE REGISTRAR said the article in question was merely a summary of information supplied by the Council. Every member knew exactly what was in it. It dealt with fees for preliminary registration, the cost of the course, etc. Almost every organisation in the country arranged lectures on entrance procedure, and several members of the Society had given such lectures. He did not think Mr. O'Neill's fears on the question of assistants would prove well grounded. MR. V. G. MCELWEE reminded the meeting that there was a secondary school in almost every town. THE PRESIDENT told Mr. T. J. HARTY that the article distinguished between the degree course and the assistants' course (which could be taken in the person's home town, supplemented by a short course in Dublin). It was hoped that bringing the subject to the notice of schools might increase the number of assistants. Mr. Brady asked whether the article could be modified or extended to put the emphasis on the Assistants' course and pointing out that such a post provided a reasonably lucrative return.

The more assistants they had the better, he felt. There were too many shops and pharmacists were not getting out of pharmacy the return they should. A covering letter of explanation could be enclosed, replied THE PRESIDENT. MR. O'NEILL pointed out that not all pharmacy trainees accepted the need for assistants.

Something should be done, said THE PRESIDENT, to obtain more assistants in order to help country pharmacists, who had at present to close when ill because they could get nobody to supervise the pharmacy during temporary absence. MR. R. J. SEMPLE believed there was considerable confusion in the public mind over the title "assistant," which was often taken to mean "counterhand." He would be in favour of changing it to "assistant pharmacist," which would identify such people. He would like to see their status defined in the new Pharmacy Act. He had spoken to several

assistants who were under the impression that the grade was to be abolished. Mr. M. J. MULREANY observed that, by the time new Assistants had been trained, they would be unable to qualify except through the University. The fact that there had been a transition stage between discontinuing the Druggist course and substituting the diploma and degree courses did not affect the position of the Assistant in the slightest, said THE PRESIDENT. It would be serious to call a person who was not a pharmacist an Assistant pharmacist. The present title was apt and should remain.

Pharmacy's "Unbalanced" Economics

The economics of the profession were unbalanced, said MR. BRADY. They should try and induce students away from retail pharmacy into industry. The prospect of opening a pharmacy and then not being able to leave it should be pointed out. Mr. H. P. Corrigan said an Assistant, strictly speaking, only relieved a particular pharmacist. A qualified Assistant should not go around like a journeyman chemist doing locum. The position of an Assistant to a pharmaceutical chemist needed to be exactly defined. It was decided to resume consideration of the matter at a later meeting.

MR. R. J. Power reported that he had been in touch with Mrs. M. Twomey (president, Hospital Pharmacists' Association), regarding the proposal of the Department of Health to establish a central sterile supply unit for hospitals. She confirmed that the unit would be used for sterilising syringes, surgical instruments and dressings. In England, a course in bacteriology was available for pharmacists and she had discussed with Professor R. F. Timoney (Dean of the College of Pharmacy) the possibility of organising a similar type of course in Eire. Professor Timoney was prepared to co-operate, and it might be advisable to suggest to the Department that such a course be established. It would be of advantage to hospital pharmacists to have such a diploma.

The reluctance of the Department to have section 2 of the Pharmacy Act implemented before the new poisons regulations came into effect was referred to by THE REGIS-TRAR, who said he had been informed by the Department that, if the Council could suggest any way out of the difficulty, they would be only too willing to adopt it. THE PRE-SIDENT explained that the Department were anxious that section 2 of the Pharmacy Act should synchronise with the coming into operation of the new poisons regulations. Section 2 dealt with keeping open shop. It referred to a group of people who officially would not be in existence until the new regulations were made. Many weaknesses existed in the Act as it stood, everything possible should be done to implement it more speedily. On the motion of MR. WALSH it was decided to hold a special meeting to consider the

The Department of Agriculture wrote stating that the Department's leaflet on the warble-fly had been revised and was now with the printers. Recommended time of treatment had been altered to the period from mid-September to mid-November.

On the motion of Mr. Corrigan, seconded by Mr. R. J. Power, the president was appointed to represent the Council on the Dublin Consultative Health Committee.

Better Observance of Regulations

The Council noted with satisfaction that the inspector (Mr. Cummins) had found an improvement in the way in which the poisons regulations were being observed. A small percentage of those keeping open shop, still, however, did not appreciate the importance of complying with the regulations, and Mr. Cummins was instructed to bring the facts to the notice of such people. Mr. F. LOUGHMAN said that on occasions pharmacists had difficulty in securing from medical practitioners the written prescription for a controlled preparation to cover an order received earlier by telephone. Practitioners did not seem to appreciate that the chemist was obliged to have such written confirmation. Agreeing, MR. T. J. HARTY said a further complication was created by the medical practitioner who gave the patient verbal directions to "repeat the tablets." Could some approach be made to the doctors to acquaint them with the chemists' difficulties? THE PRESIDENT said that a deputation would shortly meet members of the Irish Medical Association to discuss the matter. It would also discuss the apparently prevalent practice of doctors trying to discourage pharmacists from charging the full dispensing fee for prescriptions. THE PRESIDENT and Messrs. Corrigan, O'Neill and Power were appointed to the deputation.

THE PRESIDENT reported that the deputation had recently given further evidence before the Commission on Higher Education and had been very cordially received. The last previous occasion in which the Society had given evidence had been in 1961. He paid tribute to the assistance given by Professor P. J. Cannon.

A report on the death of Mr. T. B. Cahill, L.P.S.I., was submitted by THE REGISTRAR.

The president and Messrs. Corrigan and T. B. O'Sullivan were appointed visitors to examinations.

Changes of Address

The following changes of address were noted:—Miss M. O'Mahony to North Street, Skibbereen, co. Cork; Miss N. J. McCarthy to 1 Ballygihen Villas, Sandycove; Mr. J. C. Nolan Bundoran Pharmacy, Ltd., Main Street, Bundoran, co. Donegal; Mr. H. A. Murphy to Killeshandra, co. Cavan; Mr. D. Hegarty to Cloughjordan, co. Tipperary; Mr. J. B. Nolan to 18 Trimgate Street, Navan, co. Neath.

The following were nominated for membership:—Mesdames M. A. O'Connell, Lehena, Killinardrish, co. Cork; M. O'Mahoney, North Street, Skibbereen, co. Cork; M. Joyce, Foynes, co. Limerick; E. Casey, Athlone Road, Roscomon; Messrs. D. Hegarty, Cloughjordan, co. Tipperary; J. C. Nolan, Main Street, Bundoran, co. Donegal; J. A. Pattison, 3 Trimleston Road, Booterstown, co. Dublin.

Miss E. Raftery and Messrs. T. A. McLoughlin and F.

Moloney were elected to membership.

The licence certificates of J. F. O'Reilly and E. Casey were signed and sealed.

Members present were:—Messrs. P. A. Brady, H. P. Corrigan, C. J. Cremen, T. J. Harty, F. Loughman, V. G. McElwee, M. J. Mulreany, G. C. O'Neill, T. B. O'Sullivan, R. J. Power, R. J. Semple, M. F. Walsh.

Apologies for absence were received from Miss L. Cunniffe and Messrs. J. P. O'Donnell, M. L. Cashman, T. R. Miller, M.

Power and W. Boles.

A number of grants were passed for payment at a meeting of the Benevolent Fund which followed.

ONE HUNDRED YEARS AGO

JUSTICE IN THEIR DOINGS

From the C. & D., June, 15, 1864

Among your readers there are sure to be many, who do not seek out the arguments which are elsewhere urged in opposition to those contained in your journal, yet are willing to read and to appreciate them if fairly laid before them. It is to these that I address myself; and though not wedded to conservatism, I hope to show that there is much justice in the doings of those who differ from us in policy, and those who are opposing the Pharmaceutical Society owe a measure of justice to the upholders of the status quo. I feel it my duty to attempt this, from the conviction that we never so much show our own weakness, and damage our own cause, as when we do injustice to those from whom we differ. I have always endeavoured in the Pharmaceutical Council to represent the interests of the outsiders, and have advocated the giving to them every privilege which we could in justice grant. In many of these points I have not stood alone; but the difficulties of those who were willing to do more than is now proposed, have been materially increased by the want of moderation which is attributed to the outsiders from the sample of them seen in your correspondence. I am happy to state from personal acquaintance, that there are many who are much more willing to support the propositions of the Pharmaceutical Society than we might have supposed from a simple inspection of your pages.—From a letter by Barnard S. Proctor.

Beecham
Proprietary
Medicines

Offer you another extremely profitable merchandising scheme designed for

MODERN SELLING

Your BPM representative will call personally, and tell you about it.

But briefly, Beechams have designed a special new dispenser for ENO which will self-sell from your counter or display shelves. And there is a special discount offer too, which you will find very attractive.

Beecham Proprietary Medicines continue to give maximum support to the Chemist.

- Big Discount Offers. Because of the wide range of Beecham Products, you can easily build up to big discounts.
- Big Advertising Support. Every product is a household word.
- Big Selection. Beechams have a comprehensive range that covers every need in proprietary medicines. Your ordering is simplified too, by dealing with the one company.
- Big Regular Merchandising Schemes.





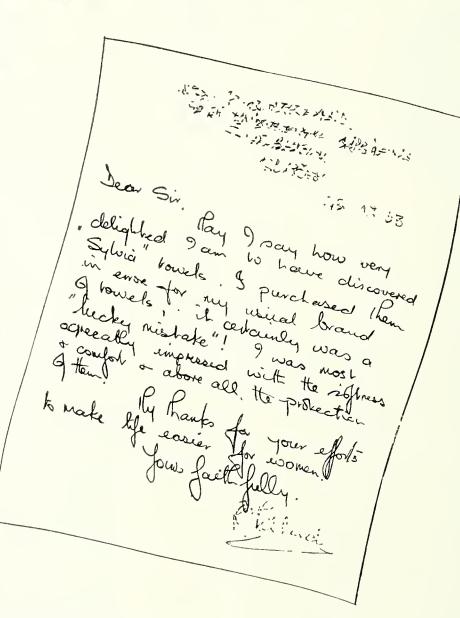
BEECHAM PROPRIETARY MEDICINES

The most trusted name in proprietary medicines

another Sylvia testimonial

no wonder consumer demand is increasing....

getting your share?



When you supply Sylvia towels you can be certain of that "customer satisfaction" which is essential to repeat business.

With safe moistureproof backs, sewn-on-loops, silkysoft knitted covers, high absorbency, and generous size pads, these first quality towels at medium prices represent the best value you can offer.

"Perfection in Protection"

Size	Trade per doz. packets	Retail per packet of 12
0	20/9	2/3
1	23/-	2/6
2	27/6	3/-
3	34/3	3/9

"Sylvia" size 1 in packets of 6 Towels: Trade 12/- per doz. packets. Retail: 1/3½ per packet.

Generous Quantity Discounts

SEND A TRIAL ORDER AND GAIN REGULAR CUSTOMERS

Cuxson, Gerrard & Co. Ltd. OLDBURY

BIRMINGHAM

BECOMING A PROPRIETOR

Further reminiscences of Mr. R. Woolby Brooke

R. Micawber's observations on income and expenditure had been for me, as a boy, part of paternal teaching. Pocket money at the rate of sixpence a week had been my lot. Out of it I was required to pay into a Building Society, 2s. per month. Thus there could be only four or five months in the year when there was a surplus for private spending. In retrospect that may seem tough going, but it inculcated the desirability of living within one's means, thus achieving happiness rather than misery in conformity with the wisdom of Dickens's character.

Loans Plus Savings

Having paid back a loan with which to qualify I found myself, at the end of two-and-a-half years, in Ealing. £100 from each of two sources, plus my own accumulated wealth of £40, was the total sum in hand for the opening of a pharmacy. In one of the C. & D.'s supplements I saw an advertisement for new premises at Beaconsfield, close to a London to Birmingham line recently constructed. I secured a twenty-one-year tenancy, and as a hedge and ditch still separated the premises from the main road, I requested and secured cancellation of the first quarter's rent. Consideration of fittings constituted an early headache. The first quotation would have used up all my capital, but fortune favours the brave. The C. & D. supplement contained also an advertisement of fittings for sale by the official receiver: a pharmacy in Angel Street, Islington, had closed. I at once negotiated for the purchase of a solid mahogany outfit, with the name Treble stamped upon it—a firm taken over, I believe, by Maw Son & Sons, Ltd. The wall fixture had two cupboards, one of them locked and found later to be full of poisons, including a corbyn of tinct. opii. My initial offer for everything was about £100 but, finding I did not require the lot, I was able to purchase what was really necessary for approximately £50. Removal and reinstatement were accomplished at a reasonable price by an Old Street firm, and opening orders were placed with wholesalers in London. Those good friends Barron Harveys in Giltspur Street treated me handsomely, for I was told to pay for the drugs at any time I liked within twelve months. At the end of that time The British Drug Houses, Ltd., came into being, comprising four houses of renown with a clever telegraphic address "Tetradome." The histories of the four companies go back 200 years from the present time, and the business of each was conducted in the friendliest fashion. At Christmas time my old Ealing chief would be the recipient of a turkey or a half Stilton cheese, as were many others. Felicitations expressed in that way not unexpectedly came to an end when the amalgamation took place. The three other houses concerned in the amalgamation were Davy Hill & Co., Hearon Squire & Francis, and Hodgkinson Clark & Ward, and the presidency was entrusted to Mr. Charles Hill. In later years, when I had moved to Kensington, I had the Hills and the Harveys as near neighbours. The firm was "casting bread upon the waters" for to the end of my business career in 1954 I used the services of B.D.H. The same may be said of Meggeson & Co., Ltd., for when my modest initial demands were given to Mr. J. H. Hugill in a small office in a City street I offered references, only to be told "We do not require references from one who has been with Mr. Lewis of Ealing." Hugill's parting words were "Good luck, and don't bother to be in a hurry to pay." That sympathetic encouragement had a tonic effect. Perhaps the fact that the manufacturing houses had started life in the rear of pharmacies engendered sympathy in helping beginners.

When the time came, early in 1908, for me to part company with Mr. Lewis so as to create a name for myself,

his advice was "Carry on as we have done at Haven Green," and I set out to follow that advice. The sum total of the first week's takings was 53s. 4d. It was a record soon to be beaten but I resolved, being a bachelor, that my food should not cost more than 7s. 6d. It was important to keep out of the red. Domestically I looked after myself—or tried to—for three years, but in twelve months signs of avitaminosis showed themselves in a very painful mouth. A telephone chat with Mr. Lewis resulted in the loan of an assistant and an invitation to lunch with him at Gatti's at Charing Cross. At the end of a meal consisting of fillet steak washed down with Beaujolais—then 3s. 6d. a bottlemy mouth was almost normal. After the repast I was admonished with his oft quoted phrase on the importance of using the least common of all the senses—common sense —which was probably better than a liqueur brandy. Thereafter we met on many occasions, garbed in "tails and toppers," lunching at Sweetings, St. Martin's-le-Grand, or at Simpson's. Lewis always advised members of his staff to don a dinner jacket occasionally and dine out. The oft quoted aphorisms in G. H. Lorimer's book "Letters from a Self-made Merchant to his Son" resulted in a copy of that volume being given to each assistant: I still have my copy. Professional attainments and smart attire induced a pharmacy window in keeping. The parting precept and the example of Mr. Lewis have guided my whole career.

Housing at Beaconsfield after I set up was extremely slow to develop, and so was business. My telephone number—25—was an indication that I had at the start twenty-



The pharmacy opened by the author at Beaconsfield.

four live contacts. I had then the effrontery to call myself a manufacturing chemist, answering an advertisement in the coloured supplement requesting a sample of celery salt. A first order for 1 cwt. was received followed by orders up to a ton; soon I was purchasing 28-lb. bars of salt by the truck. The business came to an end when war clouds fringed the horizon, but I had experienced a further lesson in the virtue of patience.

A Setback

The next endeavour to boost returns was to acquire a Flugel syphon-filling machine and a gross of syphons bearing my own name. In those days hire-purchase and agreements typed in small print were not the vogue, and I was privileged to pay for the plant during the succeeding twelve months. The venture proved successful and profitable. Then, about three years after my becoming a proprietor, a blow fell. The postman brought me a letter from the

Public Trustee informing me that the lender of one of my two £100 advances had died in his sleep, and that repayment was required to clear up the estate. British compromise came into play and the temporary anxiety was allayed. I was allowed to pay back over a period of twelve monthly instalments. A year or two later, strangely enough, the other lender died, and similar circumstances obtained. An old Latin proverb is construed into "Punctuality is the soul of business," and I thought myself rewarded when, on opening the pharmacy promptly one morning I found a butcher's man waiting to purchase a bottle of cloudy ammonia. The purchase had an unpleasant outcome. He had quarrelled with his girl friend the previous night, and in her presence had swallowed some of the liquid and then stabbed himself. However, a doctor having explained to the coroner that I should have to close the business in order to attend the inquest, I was not required to do so.

About that time I became friendly with an antique dealer. In a workshop at the rear of his premises I noticed an old wall drug fitting. The drug drawers still bore original labels, with oxalic acid sandwiched between cream of tartar and arsenic: the fitting had been owned by a chemist named Devereux, a name that had been famous in a North London poisoning case. One hoped there was no connection with the crude juxtaposition of innocent and toxic compounds.

Contacts with medical men have invariably been worth while, but on one occasion a doctor who kept bloodhounds as a hobby was called upon late at night to go to another hound-owner whose dog was ill with pneumonia. My rôle in that neo-professional episode was the carrying of a cylinder of oxygen for a mile along an unmade road in pitch darkness. No camera men in those days to record pathos for posterity!

Incurring Displeasure

The normal routine of life was disturbed one morning by the receipt of an official-looking letter that proved to be a summons to appear at Aylesbury Quarter sessions on a Common Jury. A letter to the clerk of the justices appealing for relief received no acknowledgment, and for one day the natives were without my presence. After I had been sworn in, the whole of my morning was taken up by listening to high dignitaries congratulating one another on the fact that the names of some had appeared in a recent Honours list. The Grand Jury began to get hungry and gradually dispersed, but it was 1.25 p.m. before the Common variety were let out to ease the aching void. An empty stomach begets an empty mind, and I failed to ascertain when I was due back. A smell of good food tempted me into the commercial room of a nearby hotel. The table chairman filled my plate and conversation was pleasant an occasion to remember from the pre-Postgate era. Temporary satisfaction was short-lived, however, for when, in the street, one of Sir Robert Peel's stalwarts recognised the truant and warned him of the serious nature of the offence. Back in the County Hall a new juryman had been sworn in in my stead, and I was prodded into a little enclosure overlooking the dock; a similar enactment can be witnessed at any cattle market to this day. For a time I had to listen to the black record of a likeable character—of a type so excellently portrayed by Bernard Miles-arrested for poaching conies who was directed to go without elderberry wine for three months. Lially facing the court's displeasure, I was requested to stand, the cynosure of all eyes. "Why had I risked a fine of £100 and shown contempt?" In the end my plea for exemption from jury service was accepted, and the clerk was admonished for not replying to my letter. About a hundred people were involved in that outing. Pharmacy and feudalism were clearly incompatible, but Aylesbury prison history goes on.

Leechdom

Imbued with the aim to have in stock everything a doctor might order, I had acquired an aquarium and a dozen

leeches. At 6 a.m. one day I was disturbed by a turious ringing of the bell. At the door was a man with a black eye. Having imbibed too freely the previous night he had passed through all stages to "fighting drunk" and had got the worst of the subsequent happenings. His doctor, the local medical officer of health, had sent him to me to have a leech applied. It transpired that he was coachman to Lord Burnham, and that a distinguished party of visitors was arriving for a shoot at Hall Barn that very day. Whether the leech scented acute alcoholism or not, it performed well, but subsequent bagginess under the eye required a lot of calamine to make the coachman presentable on his box.

On an occasional visit to London one passed a station halt labelled Greenford where, in view from the train, was a factory bearing the name W. H. Perkin, discoverer of mauveine dye in 1856. Not so long after those train journeys this country had cause to reflect upon the loss of the dye

industry to another country.

During student days in London I had made frequent journeys to the old Royal Botanical Gardens; the head gardener, an Irishman named Higgins, would provide specimen plants for budding botanists. Beaconsfield, not too much spoiled by building, provided a lavish display of wild flowers in open country not restricted by barbed wire fencing; walking for relaxation was ideal, and fairies' gloves were to be found in woods everywhere. Beaconsfield and district had notable people in residence, and a variety of interesting associations, literary and otherwise, were always teature of Buckinghamshire life. J. L. Garvin of the Observer, prodigiously erudite, described by Chesterton as rather like Edmund Burke, and G. K. C. himself, both lived on what was known as Burke's estate. Another name that passed into my dispensing department was Arnold Bennett. Because the new Beaconsfield station served Marylebone as well as Paddington many physicians and surgeons took up residence only 40 minutes' journey from Harley Street area, including Sir Lenthal Cheatle, of forceps fame, and Sir Malcolm Morris, dermatologist, who drove by in an open victoria. One particularly remembered was Dr. Arthur Whitfield, originator of benzoic and salicylic ointment. He overheard a man asking me for treatment for mange on his dog; after the customer had left Dr. Whitfield asked for paper, writing a formula comprising sulphur, Peruvian balsam and benzoated lard; no harm could follow if it were licked by the dog. Most of the ointments and lotions he prescribed were first compounded at his own hospital. He knew what the finished product should look like, even when pix carb. prep. or pix liq. had confused a dispenser. Dr. Whitfield's name is rightly preserved for posterity.

Starting to Collect

Another interesting personality was C. J. S. Thompson, M.B.E., curator of the Museum of the Royal College of Surgeons. He later wrote the explanatory data, published in 1931, on a collection of seventeenth-century drug jars assembled by Geoffrey Howard. My own interest in collecting probably began when Mr. Thompson was a near neighbour, but 1922 yielded the first pair of Venetian syrup jars, still in my possession.

After three years of striving on my own came marriage and a wonderful partnership lasting thirty-seven years. In 1914 a son was born. A fortnight passed and the doctor appeared in naval uniform, saying "He will be in time for

the next war," and so he was. What prescience!

After a spell as special constable I was summoned alternately to Aylesbury and Cowley barracks for medical examination, and a military tribunal thought I should join the 3rd V.B. Oxford and Bucks Light Infantry. On the first parade I was made a lance-corporal then, with the aid of the little Red Book, learned the rudiments of war. Marching with full pack up and down the considerable hills of Buckinghamshire one deduced that "if the odd numbers don't mark time two paces, how the heck can the rest form platoon."

the price barrier has been

From Monday 22nd June the prices to the public of S-M-A *, the complete, trouble-free infant food, will be reduced as follows:—

S-M-A POWDER 11b. TIN 6s 9d

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These prices mean that even more mothers will be able to afford the advantages of S-M-A feeding. At just over ½d. per ounce of prepared feed S-M-A now costs only fractionally more than cows' milk. Display and recommend S-M-A now for increased sales, increased profits.

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John Wyeth & Brother Limited, Taplow, Maidenhead, Berks.

No grey hairs betray her age-

she covers them perfectly and naturally with

Color Match

Your reward is the extra profit you make keeping your customers younger looking

7 out of 10 women see Color-Match advertisements in MODERN WOMAN WOMAN, WOMAN'S OWN, EVERYWOMAN WOMAN'S JOURNAL, DAILY TELEGRAPH DAILY MAIL, SUNDAY EXPRESS

Why more women are wanting Color-Match

- * It covers grey hairs but does not alter the customer's natural hair colour.
- * Harmless needs no skin test (A safeguard for you too!)
- * Simple, Quick no mixing. Used like a shampoo.

EACH CUSTOMER WILL WANT THE SHADE
NEAREST HER NATURAL HAIR COLOUR
SO ORDER ALL SIX COLOR-MATCH SHADES NOW!

DARK BROWN · DARK WARM BROWN
MID BROWN · MID WARM BROWN
LIGHT BROWN
LIGHT GOLDEN BROWN

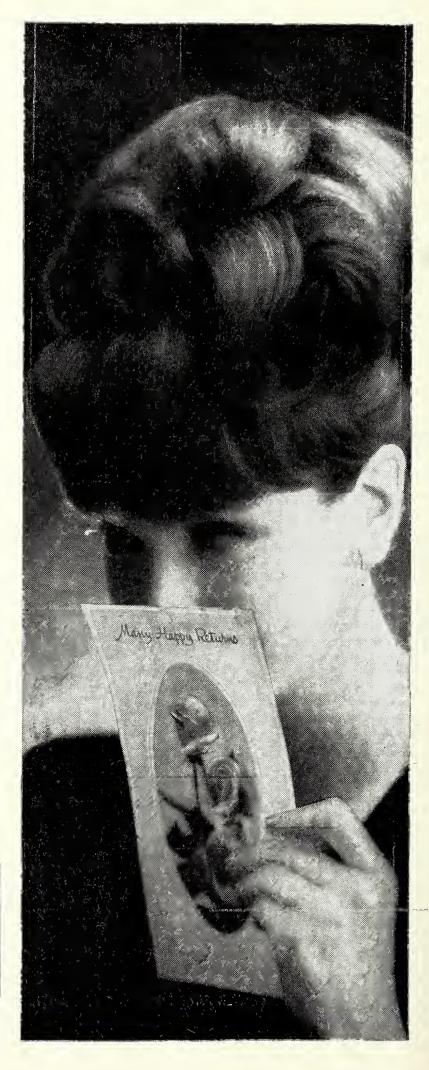
Retail Price 5/3 per bottle Trade Price 36/- per dozen Purchase Tax 9/- per dozen

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NEW BOOKS

Being III

BERNARD FINCH, M.R.C.S., L.R.C.P. Peter Owen, Ltd., 50 Old Brompton Road, London, S.W.7. 7½ x 4¾ in. Pp. 159, 16s.

For a book so obviously attuned to a current need, it has a singularly inadequate title. Essentially a list of all the words and phrascs necessary for explaining every kind of symptom to a doctor, repeated in five other languages (French, Italian, German, Spanish and Russian), it must prove invaluable to people on business or holiday tours abroad, as well as to the medical practitioners, hospitals, travel agents, ships' officers, air hostesses who may be called upon to deal in one way or another with sick persons for whom they may have a temporary responsibility. The translations, so far as can be judged from a partial sampling, are excellent (they were the responsibility of Translagency, Ltd.), and the phrases and words are not only grouped in convenient categories (alimentary system, urinary system, skin; "in the hospital," "the chemist," weights and measures, etc.), but are supplemented by useful diagrams (by F. Lambert) of the parts of the body and other subjects.

Glossary of Medical Terms

Alchemist Publications division, Thomas Waide & Sons, Ltd., 25 Oxford Street, London, W.1. $8 \times 5\frac{1}{2}$ in. Second edition. Pp. 124. 25s., postage 9d.

LIKE the first edition, the book is not a dictionary but a selection of key medical terms classified under self-contained subject headings (roughly according to physiological systems). All terms defined are also listed in an alphabetical index at the back of the book; which enables an expression to be traced quickly. An introductory section explains how the meaning of many words may be deduced from a familiarity with Greek and Latin roots and affixes, the more important of which are listed. Some general medical terms are included in a section of their own. Diphthongs are retained whenever possible (contrary to the usual American practice, which makes for simplicity but obscures derivations). No claim is made that the book is exhaustive; nevertheless some omissions seem surprising. Thus "toxin" is listed, but not "toxoid"; "hypoglycæmia" but not "hyperglycæmia" or "hypercholesterolæmia"; "chickenpox" is in, but not "psittacosis." "Gingivitis," "teratogenic," metabolism," and that old favourite "coryza" are also absent. Nevertheless, by-and-large the selection has been made with care.

A Short History of Medical Dressings

ISABELLE M. Z. ELLIOTT (based on material collected by the late JAMES RAWLINGS ELLIOTT). *Pharmaceutical Press*, London. $8\frac{1}{4} \times 5\frac{1}{4}$ in. Pp. \times +117, with illustrations. 25s., postage 1s. 3d.

THE treatment of wounds with dressings must be almost as old as the story of mankind itself, but little has been written on their history, origins and development. The late Chief Pharmacist to St. Bartholomew's Hospital, London, on his appointment to the British Pharmaceutical Codex dressings subcommittee, became interested in that aspect of the subject, which soon became his major hobby. He compiled an immense amount of material which he intended to turn into a book on his retirement. Unfortunately his premature death prevented him from doing so. His wife, also a pharmacist, has edited the material and transformed it into a most readable and interesting book. The first two chapters deal with wound treatment in early and mediæval times and from the eighteenth century onwards. It is note-worthy that already, about 2,400 years ago, Hippocrates was advising surgeons to keep their nails short and hands clean during operations, advocating tar dressings for wounds, and advising washing the wounds with boiled or filtered water. Other classical works of surgery mentioned are those of John Vigo, Ambrose Paré and John Woodall, all of whom made useful contributions to mediæval surgery. Lister's anti-septic and later aseptic methods are brought in and the story comes up to date with the inclusion of modern dressings such as the absorbable hæmostatics and rayon and plastic dressings. The remainder of the book discusses the origins and development of many dressings including bandages, tourniquets, lints, tows, cotton wool, miscellaneous dressings, plastics and protectives, poultices and applications.

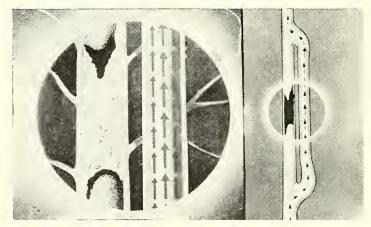
caustics, cauteries, setons and styptics, muslin, gauze and sponges. General history comes into the etymology of the names of several dressings. For example, "lint" is derived from the Middle English word "lynnet" and is defined as a soft material for dressing wounds (formerly also burnt as tinder) and prepared by ravelling or scraping linen cloth" (O.E.D.). Muslin is said to derive its name from the city of Mosul in Mesopotamia (now Iraq) and gauze from its place of origin: Gaza in Palestine. The origin of ligatures and sutures, splints and the treatment of fractures and the first field dressings are outlined, and the history of antisepsis and asepsis is traced from Lister's work to the use of irradiation sterilisation. The part of pharmacists in the development of the subject is not forgotten. The Persian pharmacist Abu Mansur Muwaffaq used plaster of Paris as a dressing as early as A.D. 795, yet not until the middle of the eighteenth century was the material introduced into Western surgery. William Martindale was the first to suggest the use of double cyanide for the medication of gauzes, which were among the first successful medicated dressings. Martindale also prepared calico bandages medicated with purified benzoated goose-grease-perhaps the forerunner of the modern paraffin net (Tulle gras) dressings. Another pharmacist, G. F. Merson, made improvements in surgical sutures and catgut and established one of the early firms manufacturing them on a large scale. Thomas Greenish was one of the pioneers of the use of microscopy in the control of the quality of dressings. At least two of the dressings firms mentioned originated from pharmacies— Robinson & Sons, Ltd., and Southalls, Ltd. A surprising omission is A. W. Gerrard, who made major contributions to the improvement of adhesive plasters and catgut and founded the firm Cuxson, Gerrard & Co., Ltd., which has produced those materials continuously since 1894 and is still controlled by a son and grandson of Mr. Gerrard. The book forms a worthy memorial to a distinguished pharmacist.—T.D.W.

NEW FILMS

The Ischaemic Lower Limb

STANLEY SCHOFIELD PRODUCTIONS, LTD. Medical adviser and surgeon: Mr. M. J. Tsapogas, assisted by Mr. P. L. Girolami (department of surgery, King's College Hospital Medical School, London). 16-mm. Colour. Optical sound. Running time 25 minutes.

FILMED at Dulwich Hospital, London, the film outlines the case history of a patient suffering from intermittent claudication and illustrates how a detailed pre-operative investigation is carried. It goes on to demonstrate, using animated diagrams, how the occlusive process is overcome with a



homologous artery by-pass graft. The film is available through the Boehringer medical film presentation service. Inquiries should be addressed to Boehringer Ingelheim, Ltd., Isleworth House, Great West Road, Isleworth, Middlesex.

COLD COMFORT: Seen in a doctor's waiting room: a notice reading "Anyone who has a cold please go home and cure themselves—I can do nothing for you."—Letter in London Evening News.

TRADE REPORT

The prices given are those obtained by importers, or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, JUNE 17: There were few price changes among CRUDE DRUGS during the week and trading continued at recent levels.

Only a few odd lots of hand-picked Alexandrian SENNA PODS remain and stocks of the manufacturing quality are virtually exhausted. Further supplies must await next year's crop. Marginal changes occurred in SEEDS but Indian FENNEL was quoted 10s. lower for shipment at 150s., c.i.f. The new crop of Indian CELERY was firmer at 150s., for July-August shipment. Although unchanged in price, supplies of Costa Rican IPECACUANHA are becoming shorter. Chinese and Brazilian MENTHOL were slightly easier on the whole but prices vary according to grade and seller. Kobé No. 1 AGAR was firmer in the forward position.

Among Essential Oils Citronella, GRAPEFRUIT, LEMONGRASS and Arvensis Peppermint eased a little.

In PHARMACEUTICAL CHEMICALS, ZINC Oxide was quoted higher by £4 per ton making the B.P. grade £147 for two ton lots. The increase follows a rise in the price of zinc metal and the present situation cannot be regarded as stable.

Pharmaceutical Chemicals

BARIUM SULPHATE. — B.P., 50-kilo lots, 3s. $9\frac{1}{2}$ d. per kilo.

Benzoic acid.—One cwt. 2s. 10d. lb.; and Sodium salt, 2s. 7d. per lb.

BORIC ACID.—B.P. grade in 1 ton and upwards (per ton): Granular, £84; crystals, £97; powder, £90 10s.; extra-fine powder, £92 10s. per ton in lined hessian bags, carriage paid in Great Britain. Less £1 per ton if supplied in paper bags. Technical from £70 to £80 10s. per ton according to type and packing ing to type and packing.

CORTISONE. — One-kilo lots, ACETATE, HYDROCORTISONE ACETATE OF 4s. 6d.; HYDROCORTISALCOHOL, 4s. 9d. per gm.

DIGOXIN.—100-gm. lots, 50s. per gm. Gallic acid.—B.P., 10s. 9d. per lb. for 1-cwt. lots; 5-cwt. 10s. 6d.

GLYCEROPHOSPHATES. — Per kilo in 50-GLYCEROPHOSPHATES. — Per kilo in 50-kilo lots: Calcium, B.P.C., 28s. 2d.; IRON, B.P.C., 33s. 7d.; MAGNESIUM, B.P.C., 35s. 5d.: MANGANESE, N.F.X., 49s. 7d.; POTASSIUM, 50 per cent., B.P.C., 8s. 6d.; SODIUM, 50 per cent., B.P.C., 5s. 11d. and powder, B.P.C. 1949, 18s. 8d.; GLYCEROPHOSPHORIC ACID, 20 per cent., 10s. 8d.

HEXAMINE MANDELATE. - 50-kilo lots, 28s. 6d. per kilo; 1,000 kilos, 25s.

Homatropine. — 16-oz. lots (per oz.): Alkaloid, 30s. 6d.; hydrobromide, 24s. 6d.; hydrochloride, 28s. 6d.; methylbromide, 25s. 6d. 1-oz. rates are 1s. 6d. per oz. above those rates.

HYDROQUINONE.—One-cwt. lots, 10s. per 1b., 1-ton, 8s. 6d.

HYOSCINE HYDROBROMIDE.—Per oz. 102s. and per kilo, 3,419s.

Hypophosphites.—Per kilo:—

Quantity	1 ki	lo	12.5	kilos	50 kilos		
	S.	d.	s.	đ.	5.	đ.	
CALCIUM, B.P.C	17	2	16	1	15	1	
IRON, B.P.C.	34	10	33	7	32	5	
MAGNESIUM	29	3	28	2	27	2	
MANGANESE, B.P.C.	35	3	33	11	32	9	
POTASSIUM, B.P.C.	23	1	22	5	21	4	
SODIUM, B.P.C	19	2	18	1	17	1	

IODIDES. — (Per kilo). POTASSIUM, 50-kilo lots, 21s. 6d.; SODIUM, 28s. 6d. for 25-kilo lots, AMMONIUM, 46s. 6d.

IRON SALTS. — CHLORIDE, B.P.C., 1949, 3s. 1d. per kilo. GLUCONATE, B.P.C., 4s. 9d. per lb. in 1-cwt. lots; SULPHATE, B.P., crystals, 1-cwt. 70s. per cwt.; 5-cwt. 65s. per cwt.; granular, 2s. 6d. per cwt. extra. Phosphate, B.P.C., 7s. 2d. per kilo. Oxide RED PRECIPITATED, B.P.C., 1949, 25 kilos, 6s. 3d. per kilo; Carbonate, Saccharated, B.P.C., 1949, 28-lb., 3s. 3d.; 1-cwt., 3s.—AMMONIUM CITRATE, 250-kilos, 8s. 6d., kilo.—Quinine Citrate, 2s. 4d. per oz. in 100-oz. tin.

ISOPRENALINE SULPHATE. — One-kilo lots, 530s. per kilo; 5-kilos, 510s. per kilo.

KAOLIN. - Light, 60s. per cwt.; 1-ton, 57s. per cwt.

LACTATES. — CALCIUM, B.P., 2s. 3d. per lb. in 5-cwt. lots and 2s. 4d. in 1-cwt. lots; CALCIUM SODIUM, 4s. 9d. and 4s. 10d.

LACTOSE. — B.P. in 1-ton lots packed in 1-cwt. paper-lined sacks, £129 10s, per ton, delivered in the United Kingdom.

LEAD ACETATE.—B.P. crystals, 4s. 5d. per kilo.

MERCURY DERIVATIVES.—Rates (per kilo) for under 50-kilo lots—AMMONIATED MERCURY, B.P., powder, 75s.; PERCHLORIDE, B.P.C., powder, 61s. 6d.; SUBCHLORIDE (calomel), B.P.C., 72s.; OXIDES, yellow, B.P.C., 74s.; red B.P.C., 1949, 76s.; IODIDE, B.P.C. 1954 (25-kilo lots) 63s. per kilo; OXYCYANIDE (10 kilos), 129s. per kilo.

METHYL SALICYLATE. — Five-ton lots, 3s. 2d. per lb.; 1-ton, 3s. 2½d.; 10-cwt., 3s. 3d.; 5-cwt. 3s. 6d.; 1-cwt. 3s. 8d.

METHYL TESTOSTERONE. — Per kilo, £95. NEOMYCIN. — SULPHATE, B.P., 740s. per kilo; 5-kilos, 700s. per kilo.

OESTRADIOL. — MONOBENZOATE, 14s. 6d. per gm.

PARACETAMOL. — One-ton lots, 10s. 2d.

PENICILLIN. - SODIUM, POTASSIUM, OF PROCAINE, 6d. per mega unit.

PHOLCODINE.—8-oz. lots, 95s. 9d. per oz. (3,377s. per kilo).

Prednisolone.—Alcohol. 8s. per gm.; acetate, 9s. per gm. for 250-gm. lots.

Prednisone. — One-kilo lots, alcohol and acetate, 7s. 6d. per gm.

PROGESTERONE.—Price is 1s. 3d. per gm. for 1-kilo lots.

allic acid. — One-cwt, pure 24s, 6d, per lb.; resublimed Pyrogallic rystals,

SACCHARIN.—B.P. powder 1 lb. and o 15s. 6d. per lb. SODIUM salt, B.P., 14s. -B.P. powder 1 lb. and over

SALICYLAMIDE. - One-cwt., 6s. 3d. per lb., 5-cwt., 5s. 11d.

Salicylic acid.—One-cwt., 3s. $4\frac{1}{2}$ d. per lb.; 5-cwt., 3s. 2d. per lb,

SALOL.—B.P.C., 9s. per lb. (1-ewt. lots). SAL PRUNELLA. — Balls, 3s. 9d. per lb. in 1-cwt. lots.

STREPTOMYCIN.—BASE OF SULPHATE, 9d. per gm. Same price for DIHYDRO.

TALC. — One-ton lots, B.P.C. in kegs, 1s. 2d. per 1b.

THIOUREA.—Technical grade, 1-cwt. lots 3s. 1d. per lb.; 10 cwt., 2s. $9\frac{1}{2}d$. per lb.

THYMOL.—One-cwt. lots are 11s. 3d. per

d-Tubocurarine Chloride. — 100-gm. lots, 60s, per gm.

-Pharmaceutical grade, £59 15s. UREA.per ton in 1-cwt. bags non-returnable; technical quality, £41 5s. per ton (4-ton lots).

ZINC OXIDE.—Two ton lots, B.P. grade, are now £147 per ton; 1 ton, £148.

ZINC SULPHATE.—B.P., 50 kilos, 3s. 6½d.

Crude Drugs

ACONITE. - Spot, Spanish napellus, 2s. 8d. per 1b.

AGAR. — Kobé No. 1, 12s. 6d. per lb. in bond; June-July shipment, 12s. 3d., c.i.f. Spanish, 15s., duty paid, nominal.

ALOES. — Primes, 250s. per cwt. spot. Extra primes, 245s., c.i.f. for shipment. Curação, spot, 275s.

Anise. — Chinese Star, 160s. per cwt. spot, duty paid; f.a.q. for shipment, 115s.,

ARROWROOT.—St. Vincent from 1s. 3d. to 1s. 6d., as to grade.

Balsams. — Per Ib.: Canada: Spot 18s. 6d. to 23s. 6d. Copaiba: B.P.C. grade 10s. Peru: Spot, 9s. 3d. Tolu: B.P., from 11s. to 30s.

BELLADONNA. -- Herb, 3s. 9d. per lb. Root, 1s. 8d. per lb.

BENZOIN. — Sumatra block spot from £20 to £35 per cwt. as to quality. B.P.C. quality is searce.

Buchu. — Spot value, 4s. 9d. per lb.; shipment, 4s., c.i.f.

CALAMUS. — Root, 100s. per cwt., spot, 87s. 6d., c.i.f.

CAMPHOR.—B.P. powder spot, 5s. 8d. in bond; shipment, 5s. 4d. per lb., c.i.f.

CARDAMOMS.—Aleppy greens, 9s. 3d. to 9s. 10d. spot; shipment best grade, 10s. 8d., c.i.f. Seeds, spot, 12s. 6d.; shipment, 12s., c.i.f.

CASCARA.—Spot, 240s. per cwt.; ne crop, July-August shipment, 225s., c.i.f.

CASSIA.-Fistula, 105s. per cwt. landed; lignea (whole), for prompt shipment, 190s., c.i.f.; selected broken, 180s., c.i.f.

CHERRY BARK. — Thin natural, 1s. 10d. per lb.; shipment, 1s. 9d., c.i.f.

CHILLIES. — Zanzibar, nominally 240s. per cwt. spot; shipment, 215s., c.i.f. Mom-

basa spot, 172s. 6d.; shipment, 150s., c.i.f. CINNAMON. — QUILLS, Ceylon (per lb., c.i.f.): 4 O's, 9s. 11d.; single O, 7s. 3d.; quillings, 5s. 5d. BARK, Seychelles, 90s.

CLOVES. — Zanzibar spot 2s. 10½d. per lb. standard grade; shipment, 2s. 7d., c.i.f. cwt. spot.

COCHINEAL. — For shipment, silver-grey Canary Isles, 22s. 6d. per lb., c.i.f. and 26s. spot; black-brilliant, 30s., spot. Peruvian, 16s. per lb., spot.

COCILLANA.—Bark 1s. 8d. per lb. on the

COLOCYNTH PULP.—Supplies of the new crop are still awaited.

DIGITALIS.—Purpurea leaves, 2s. 6d. per

- Spot, 2s. per lb.; shipment, ELEMI. 1s. 7d., c.i.f.

Ergot. — Portuguese, 8s. per lb. spot and 7s. 9d., c.i.f.

GENTIAN.—Root, 170s. per c French for shipment, 175s., c.i.f. cwt. spot;

GINGER.—(Per cwt.) African, spot, 310s. per cwt.; shipment, 300s., c.i.f. Jamaican No. 3 spot, 660s.; new crop, June–July, 590s., c.i.f. Cochin spot, 355s. Shipment, 362s. 6d., c.i.f.

Gum ACACIA.—Kordofan cleaned sorts, 170s. per cwt. spot; June–July shipment, 154s., c.i.f.

HENNA. - Indian, for shipment, 65s.,

HONEY. — (Per cwt.). Australian light amber, 152s. 6d. to 157s. 6d. and medium amber 147s. 6d. to 152s. 6d. Argentine, 150s. to 155s.; Canadian, 185s. to 190s.; Mexican, 140s. to 145s., all ex warehouse.

IPECACUANHA.—Matto Grosso for shipment, 61s. per lb., c.i.f. and spot from 65s. to 67s. 6d. as to test. Colombian, 66s., c.i.f.; spot, 68s. Costa Rican, 94s.,

c.i.f., and 96s. 6d., spot. Supplies short.

KARAYA. — No. 1 gum, spot, 400s.; No. 2, 335s. per cwt.

Kola Nuts. — African, 6d. spot and 5½d., c.i.f. (per lb.). Short.

Lanolin. — Anhydrous B.P. is from 1s. $8\frac{1}{2}$ d, to 1s. $10\frac{1}{2}$ d, per lb. in 1-ton lots delivered free drums.

LEMON PEEL.—Spot, 2s. 3d. per lb.; partially extracted, 1s. 6d.

LINSEED. — Whole, 72s. 6d. per cwt.; crushed, 110s.

LIQUORICE. — Natural root: Russian 65s. per cwt.; Anatolian, 60s.; Anatolian decorticated, 170s. Block juice: Anatolian, 192s. 6d, per cwt.; Italian stick from 400s. to 475s, per cwt.

LOBELIA. — Herb, 8s. 6d. per lb., spot; Dutch, 4s. 6d. to 5s. 6d.

MACE.—Whole pale blade, 14s. 6d. per lb. on the spot. Shipment, 14s. per lb.

MENTHOL.—Chinese: spot, 27s. per lb., duty paid; June–July shipment, 25s. 6d.; September–October, 25s. 6d., c.i.f. Brazilian, 21s. 6d. to 22s. 3d., in bond and shipment, 21s. 9d. to 23s., c.i.f., as to grade (reseller's prices).

Mercury.—Spot, ex warehouse £90 per flask of 76 lb.

Nux vomica.—Cochin, 75s. per cwt. on the spot; shipment, 47s. 6d., c.i.f.

Orange Peel. — Spot: Sweet ribbon, 1s. 8d. per lb., bitter quarters: West Indian, 10½d.; Spanish, 1s. 6d.

PAPAIN.—E. African for shipment, 35s.,

PEPPER.—White Sarawak spot, 2s. 9d. to 2s. 11½d. per lb.; shipment, 2s. 8½d. quoted. Black Sarawak spot, 2s. 5½d., shipment, 2s. 2d., c.i.f. Black Malabar is 340s., spot nominal; shipment, 320s., c.i.f.

PIMENTO. — Spot quoted at 686s. per cwt.; shipment, 580s., f.o.b.

Podophyllum.—Spot per cwt.: *Emodi*, 230s.; *Peltatum*, 210s.

Pyrethrum. — Extracts — partially dewaxed, 25 per cent. pyrethrins, 69s. to 65s. 6d. per lb.; pale 82s. 6d. to 79s.; crude oleoresin, 60s. 6d.

QUASSIA.—Supplies virtually unobtainable.

QUILLAIA. - Spot, 120s. per cwt.; shipment, 110s., c.i.f.

RAUWOLFIA.—Indian Serpentina, 11s. 6d. to 12s. per lb., c.i.f.

RHUBARB. — Chinese spot, small parcel of 80 per cent, pinky, 15s. 6d. per lb. landed.

SAFFRON. — Mancha superior, 260s. per lb., spot.

SARSAPARILLA. — Jamaican native red pot. 3s. per lb.; shipment, 2s. 9d., c.i.f. nominal.

Sassafras. — Brazilian is from 2s. 4d. per lb.

per lb.

SEEDS. — (Per cwt.). ANISE.—Spanish, 220s., spot, duty paid. CARAWAY.—Dutch, 142s. 6d., spot (now duty free). CELERY.—Indian, 150s., spot; shipment, new crop for July-August firmer at 150s., c.i.f. CORIANDER. — Moroccan offered at 55s., spot, duty paid; shipment, new crop for June-July, 42s. 6d., c.i.f., quoted. CUMIN.—Moroccan, 210s.; Iranian, 230s., both spot, duty paid; shipment, Moroccan new crop for July-August, 152s. 6d., c.i.f., quoted. DILL.—Indian, 90s., spot; shipment firm, 80s., c.i.f. FENNEL. — Indian, spot, 150s. nominal; shipment,

150s., c.i.f., quoted. — FENUGREEK. — Moroccan, 49s., spot, duty paid; shipment new crop for June–July, 35s., c.i.f., quoted. MUSTARD.—English, 45s. to 65s., according to quality.

SENEGA.—Washed, 21s. 6d. per lb. the spot. New-crop for shipment, 18s. 6d.,

SENNA. — (Per lb.). Tinnevelly LEAVES spot: Prime No. 1, 2s. 3d.; prime No. 2, 1s. 9d.; No. 3, f.a.q. spot, 1s. 3½d. Shipment, dry crop, 1s. 1½d., c.i.f. Pods: handpicked: Tinnevelly, 3s. 2d.; manufacturing, 2s. spot; shipment, 1s. 9d., c.i.f. Alexandria Pods: hand-picked very scarce with only odd lots at prices according to grade: manufacturing, 3s. nominal with supplies virtually exhausted. supplies virtually exhausted.

SHELLAC. — F.O.T.N., 185s. per cwt., No. 1, 192s. 6d.; F.O., 215s. to 275s. SLIPPERY ELM BARK. — Afloat parcel offered at 3s. 4d. per lb. landed terms.

SQUILL. — Italian new crop, 170s. per cwt., c.i.f.; Indian 75s. per cwt., spot.

STRAMONIUM. — Continental Leaves 85s. per cwt. spot.

STYRAX. — Spot, 17s. 3d. per lb.; shipment, 17s., c.i.f. July-August, 15s. 9d.

Tonquin Beans.—Para, spot, 4s. 9d. per shipment, 4s. 3d., c.i.f.; Trinidad, 5s. 6d., spot.

- No. 1 ribbon, £190 to Tragacanth. £195 per cwt. No. 2, £180, spot.

TURMERIC.—Madras finger now quoted at 152s. 6d. per cwt., spot; shipment. 130s., c.i.f. quoted.

VALERIAN ROOT. — Spot: East European, 175s, per cwt.; Indian, 175s. Shipment: Continental, 172s. 6d. to 214s.,

Vanillin.—Rates (per lb.) are now: cwt. lots, 21s. 6d.; 1-cwt., 21s. 9d 5-cwt. lots, 21s. 6d.; 1-cwt., 21s. 96.6lb., 22s.; small quantities, 22s. 6d.

WAXES. — (Per cwt.): BEES'.—Dar-es-Salaam, spot, 455s.; shipment, 440s., c.i.f. Sudanese, spot, 395s., in bond; shipment, 395s., c.i.f. Candelilla, spot, 465s.; forward, 460s. landed. Carnauba, fatty grey, spot, 305s.; shipment, 305s., c.i.f.; prime yellow, spot, 755s.; shipment, 755s., c.i.f. 755s., c.i.f.

WITCH HAZEL LEAVES.—Spot quotations are 2s. 4d. per lb.

Essential and Expressed Oils

Almond.—Imported sweet oil is 7s. 3d. per lb., spot.

AMBER.—Rectified on the spot, 2s. per

Anise.—Chinese, 11s. 3d. per lb., spot; shipment, 9s. 9d., c.i.f.

BAY.—West Indian about 25s, per lb. on the spot.

BERGAMOT.—Spot about 8s. per lb. BIRCH TAR.—Rectified, 8s. per lb.

Bois de Rose.—Brazilian, 19s. 6d. per lb. on the spot: shipment, 18s. 6d., c.i.f. Buchu.—Spot, 360s. per lb.

CADE.—Spanish from 1s. 9d. per lb. for

CAJUPUT.—Spot, from 9s. per 1b.

CALAMUS.—Spot, Indian, 95s. per lb. as to source.

CAMPHOR, WHITE. — Chinese, 2s. 6d. duty paid, per lb.; shipment, 1s. 10d., c.i.f.

CANANGA.—Spot, 27s. 6d. per lb.

-Imported oil is about 40s. CARAWAY.per lb.; English, 60s.

CARDAMOM.—Indian from 225s. per lb.,

Cassia.—Spot, 35s. per lb.

CASTOR.—Home produced B.P. oil, spot, £143 per ton naked ex mill (2-ton lots). CELERY SEED. — Quotations are from

116s. per lb.

CHAMOMILE.—Small lots 640s. per lb.

CHENOPODIUM.—About 40s. per lb. in original containers.

CINNAMON.—Best English-distilled, 720s. per lb.; other B.P. oils from 22s. to 120s. per lb. Ceylon leaf, 13s.; Seychelles from 8s., spot.

CITRONELLA. — Ceylon spot, 11s., shipment, 10s. 3d. per lb., c.i.f. Formosan, 5s. 4½d., in bond; June–July shipment, 5s., c.i.f.; Chinese, 5s. 4½d., in bond 5s., c.i.t.; 4s. 10½d., c.i.f.

CLOVE.—Madagascar leaf spot, 7s. 4½d. per lb., duty paid; shipment, 6s. 4d., c.i.f. RECTIFIED 87–88 per cent., 12s. Distilled bud-oil. English: B.P., 26s. per lb. for 1-cwt. lots.

COD-LIVER, — B.P. in 45 gall, drum is 11s, 6d, per gall, including 30s, deposit on drum. Veterinary is from 9s, 6d, per gall. 25-stone lots. Delivered terms.

CORIANDER. — Russian oil, from 34s. to 40s. per lb., spot.

CUBEB.—Spot supplies of imported are 85s. per lb.

Cumin.—English distilled oil, 130s. per lb., imported, 90s.

DILL. — Supplies short. Imported is about 40s. per lb., spot, for Dutch.

EUCALYPTUS. — B.P. 70–75 per cent., 6s. per lb.; 80–85 per cent., 6s. 9d.

FENNEL.—Spanish sweet, spot, 13s. per

GERANIUM. — Bourbon, 87s, 6d, to

92s. 6d. per Ib. on the spot.

GINGER. — Imported: Indian, 150s. per

Grapefruit.—Spot offers from 14s. per lb.

JUNIPER. — B.P.C. is nominally 30s, per lb. Juniper wood, from 5s. LAVANDIN.—From 20s. to 27s. per 1b.

as to quality. LAVENDER.—Spot, 25s. to 35s. per 1b.

as to quality. LAVENDER SPIKE. — Firm. Spanish,

17s. to 19s. per lb.

LEMONGRASS.—Spot, 9s. 6d. pcr lb.; shipment, 8s. 9d., c.i.f. LIME. — West Indian distilled, 58s. per

lb. on the spot. NUTMEG.—East Indian B.P. oil is about 45s. per lb. English distilled, 65s.

Orange.—Floridan sweet oil, 6s. to 7s. per lb. West Indian, 10s.; Spanish, 15s. to 17s. 6d.

PALMAROSA.—Shipment, 52s. 6d. per lb. c.i.f.; spot, 60s.

PATCHOULI.—Penang is 20s. duty paid and 16s. 6d., c.i.f., per lb.

Pennyroyal. — Spot, 12s. 6d. per lb. duty paid.

PEPPERMINT. — Arvensis: Chinese spot, 8s. 6d. shipment, 8s. 3d., c.i.f. Brazilian spot, 8s.; shipment, 8s., c.i.f. Piperita: Italian, 48s. to 70s., spot; American from 31s. per lb. as to make.

UNITED STATES REPORT

NEW YORK, JUNE 16: Business remained steady for industrial chemicals with movement of some items brisker. A half-cent reduction in refined GLY-CERIN prices brought the 99.5 per cent. down to $22\frac{1}{2}$ cents per lb., the 99 per cent. to $22\frac{1}{4}$ cents and the 96 per cent. to 213 cents. Brazilian MENTHOL declined to \$3.60 a lb.—a drop of 15 cents. Powdered GUM ARABIC was up by two cents to 32 cents a lb. with No. 1 Kobé AGAR at \$2.35—up 15 cents. Higher per lb. among Essential Oils were Lavender, \$3.15 (up 30 cents), and GRAPEFRUIT, \$1.35 (up ten cents). Lower were Bois DE ROSE at \$2.50 (down 25 cents): PETIT-GRAIN at \$2.25 (down five cents); and Italian LEMON at \$5.25 (down 50 cents).

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," June 3

For aluminium hydroxide for use in industry (1) MERLUM, 848.334, by Merck & Co., Inc., Rahway, New Jersey, U.S.A.

For chemical preparations and substances for use in the regulation of plant growth (1)

CYCOCEL, 855,321, by American Cyanamid Co., Wayne, New Jersey, U.S.A.

For seed dressings and seed preserving substances (1)

GRANOSAN, 858,577, by E. I. du Pont de Nemours and Co., Wilmington, Delaware, U.S.A.

For manures and chemical products for use in

the amelioration of the soil (1)
ALGURA, 859,442, by A.S. Bjorn, Bergen, Norway.

For artificial sweetening substances and preparations (1)

SAXETS, 861,849, by Wellcome Foundation, Ltd., London, N.W.1.

For chemical products for use in agriculture, horticulture and forestry; and manures (1) and preparations for killing weeds and destroying vermin; fungicides and insecticides (5)

BAVARON, 861,549-50, DESMEL, 861,577-58, by J. R. Geigy, S.A., Basle, Switzerland.
For soaps; bleaching preparations and detergents

Device, B843,813, by Superpack Corporation, Ltd., Scarborough, Ontario, Canada.

For soaps, perfumes, essential oils, cosmetics, hair lotions and dentifrices, but not including colouring matters other than nail polishes, lipsticks and cosmetic preparations for the eyes and hair (3)

845,000, by Wurttembergische Parfu-CITO, merie-Fabric, G.m.b.H., Eislingen/Fils, Germany.

For non-medicated toilet preparations, cosmetic preparations, preparations for the hair, and clean-

ing preparations, all for use by spraying (3) BRONESPRAY, 849,009, by D.D.D. Co., Ltd., Watford, Herts.

For all goods (3)

MELLOW BLOSSOMS, B852,578, by Colgate-Palmolive Co., New York, U.S.A.

For shampoos for the hair and cleaning preparations, all for use without water (3)

GOBI, 852,801, by Roz, Inc., Rydal, Pennsylvania IISA

sylvania, U.S.A.

For detergents (not for use in industrial or manufacturing processes); soaps; shampoos; bleaching preparations for laundry and domestic purposes; cleaning, scouring and abrasive preparations; and compositions for removing paints (3)

HY-ORA, 857,185, by Jack Entwistle, Salford,

5, Manchester, For shampoos (3 shampoos (3)

TROC INSTANT SHAMPOO, 857,226, by Diva Laboratorien, A.G., Zurich, Switzerland, FLOWAVE, B860,260, by Thames Industries, Ltd., London, N.W.2.

For dentifrices in paste, powder or solid form (3)

TARGET, 858,414, by County Laboratories, Ltd., Brentford, Middlesex.

For preparations for use in setting and waving the hair; shampoos and non-medicated toilet preparations, all for the hair (3)

MADISON STAR, 858,848, by Charles Alexander & Co., Ltd., Molesey, Surrey.

For depilatory preparations (3)

IPSO, 858,880, by Chemway Corporation, Wayne, New Jersey, U.S.A.

For perfumes, non-medicated toilet preparations, cosmetics, essential oils, soaps and aromatic sub-stances for use in the manufacture of perfumes and perfumed articles (3)

LEMAROME, 859,596, by Roche Products,

Ltd., Welwyn Garden City, Herts.

For mixtures of the herbicides diuron propham in the form of a powder wettable by and dispersible in water, all for agricultural use in the treatment of root crops (5)

DIPRO, 843,119, by Farm Protection, Ltd., Beverley, Yorks.

For all goods (5)
PANCOXIN, 843,967, COSMEGEN, 844,954,
CUPRIMINE, B844,955, ALDORIL, 850,572,
RAPIQUA, 857,947, FERDURALTA, 858,865,

PROTRIPTIL, 859,369, by Merck & Co., Inc., Rahway, New Jersey, U.S.A. BACTINE, 852,663, by Miles Laboratories, Inc., Elkhart, Indiana, U.S.A. TWINSULE, 854,850, by Sterwin, A.G., Zug, Switzerland, ARMENICIN, 857,103, by Metazymes, Ltd., London, W.C.1. ANTALLUR, 860,037, by Pharmax, Ltd., ANTALLUR, 860,037, by Pharmax, Ltd., Crayford, Dartford, Kent, EPIVAX-T.C., 860,837, by Wellcome Foundation, Ltd., London, N.W.1. PARACODOL, 861,006, by Genatosan, Ltd., Loughborough, Leics.

For pharmaceutical preparations for use in the

treatment of tuberculosis (5)
PANZIDE, 847,207, by Merck & Co., Inc.,
Rahway, New Jersey, U.S.A.

For pharmaceutical preparations and substances human and veterinary use, all containing

omides (5) ZINAMIDE, 847,208, by Merck & Co., Inc., Rahway, New Jersey, U.S.A. For anthelmintic preparations (5)

MINTEZOL, 847,822, by Merck & Co., Inc., Rahway, New Jersey, U.S.A.

For pharmaceutical preparations for the treatment of cardiovascular and circulatory diseases (5)

BIOTENSIL, 848,573, by Biorex Laboratories, Ltd., London, E.C.1.

For diuretic preparations (5) EXNA, 851,106, by A. H. Robins Co., Inc., Richmond, Virginia, U.S.A.

For pharmaceutical preparations, all being ointments or in liquid form (5)

PANTOMEN, 851,441, by Bracco Industria Chimica, S.p.A., Milan, Italy.

For pharmaceutical preparatious for the treatment of the skin (5)

TEGRIN, 852,720, by Stafford-Miller, Ltd., Hatfield, Herts.

For preparations for use in the prevention and treatment of coccidiosis in poultry (5)

AMPROL, 853,488, AMPROLSOL, 856,156, by Merck & Co., Inc., Rahway, New Jersey, U.S.A.

For bactericides, fungicides, and preparations containing bactericides or fungicides; sanitary substances, sanitary articles, medical and surgical plasters, material prepared for bandaging, mate-

rial for stopping teeth, and disinfectants (5) SANIGARD, B853,532, by Sanitized Verwertungs, A.G., Lucerne, Switzerland.

For pharmaceutical preparations for use in the treatment of rheumatism (5)

RHEUMALS, 854,299, by Dalmas, Ltd., Leicester.

For pharmaceutical preparations for the treatment disorders of the nervous system (5)

NEUROBINTA, 854,608, by E. Mrck, A.G., Darmstadt, Germany,

For pharmaceutical preparations and substances, all for the treatment of migraine (5)

ERGODRYL, 856,496, by Parke, Davis & Co., Detroit, Michigan, U.S.A., and Hounslow, Middlesex.

For pharmaceutical preparations and substances for human and veterinary use (5)

DOSOPAK, B856,217, by Day, Son & Hewitt, Ltd., London, W.1.

For pharmaceutical substances and preparations

PONOXYLAN, 856,275, by West Pharmaceutical Co., Ltd., Hove, Sussex. ACTO 859,589, by Roussel-Uclaf, Paris, France. ACTONYL,

For denture adhesives (5) OXY-GRIP, B858,260, by Norex Laboratories, Inc., New York, U.S.A. For disinfectants containing pine oil (5)

LORPINE, B859,618, by London Oil Refining Co., Ltd., London, S.E.15.

For medicated confectionery (5)
PRO-THRO, 860,007, CREJAX, 860,649, by Ernest Jackson & Co., Ltd., Crediton, Devon. For pharmaceutical substances (5)

INDUNOX, 860,459, by UCB, St. Gilles, near Brussels, Belgium,

For medicinal creams (5)

CETRIMAX, 860,532, by Thornton & Ross, Ltd., Linthwaite, Huddersfield, Yorks,

For veterinary preparations (5) CERUVET X, 860,616, by Jacob Rabinovitch,

London, N.16. For all goods, but not including materials pre-pared for use in the manufacture and repair of dental plates, or any goods of the same descrip-

CUNITEX, 858,753, by May & Baker, Ltd., Dagenham, Essex,

For modelling plaster for dental purposes (5) MOLDANO, 860,717, by Farbenfabriken Bayer, A.G., Leverkusen 22c, Germany,

For pesticides and insecticides (5)

TOWNEX, 861,540, by Town and Country Pests Service, Royston, Herts.

For optical, photographic and cinematographic apparatus and instruments and parts (9) POPPET, 859,573, by Rosley, Ltd., Wembley,

Middlesex. For photographic and cinematographic apparatus and instruments (9)

CRESCENDO, 860,542, by Dixons Photographic, Ltd., Edgware, Middlesex.

For diapers and napkins, all made of paper or of

LUIERETTE, B858,796, by N.V. Papierfabriek Gennep, Gennep, Holland.

For counts and sponges; brushes, etc. (21)
DORCOLOR, 856,635, by Farbenfabriken
Bayer, A.G., Leverkusen 22c, Germany,
DOWPA, 858,180, by Dow Chemical Co.,
Midland, Michigan, U.S.A.

For rusks and cereal preparations for food for human consumption (30)

Device, 855,743, by Farley's Infant Food, Ltd., Plymouth, Devon.

From the "Trade Marks Journal," June 10 For artificial sweetening substances (1)

SUCRON MINI LUMPS, B856,796, by Ashe

Laboratories, Ltd., Leatherhead, Surrey, For chemical products for use in agriculture and horticulture, and manures (natural and artificial) (1) and for preparations for killing weeds and destroying vermin, insecticides and fungicides (5) ROSPIN, 861,011-12, by J. R. Geigy, S.A.,

Basle, Switzerland. For all goods (3)

ZETA CHAMPOO, 849,531, by Zeta Hair & Scalp Clinics, Ltd., Bradford, Yorks.

For cosmetics (3) GEISHA, 860,488, by Continental Cosmetics, Ltd., London, W,14.

For setting lotion for the hair (3)

WATONA SET-IT, 860,651, by Watts Brothers (Manchester), Ltd., Manchester, 4.

NEW COMPANIES

GORDON DAVIS (CHEMISTS), LTD. (P.C.). Capital £8,000. To carry on the business of chemists, etc. Directors: Gordon Davis, M.P.S., and Henry Cooklin, R.O.: 5 Bell Street, Wigston, Leicester.

DAVID KENNEDY (WHOLESALE CHEM-IST), LTD. (P.C.).—Registered in Edinburgh. Capital £100. Directors: Charles S. L. McWilliams, M.P.S., and William J. Emmison. R.O.: 37 High Street, Hawick.

C. S. MANUFACTURING CO. (HANTS), LTD. (P.C.).—Capital £100. To carry on the business of chemists, druggists and dealers in chemists' sundries, etc. Cecil J. Crawford and Lilian H. Crawford, R.O.: 10 Godstone Road, Purley, Surrey.

Purley, Surrey.

JOHN NEWSTEAD (CHEMIST), LTD.

(P.C.).—Capital £3,000. To carry on the business
of chemists, etc. Directors: John O. Newstead,

M.P.S., and Janet D. Newstead. R.O.: 90

Charles Close, Wroxham, Norfolk.

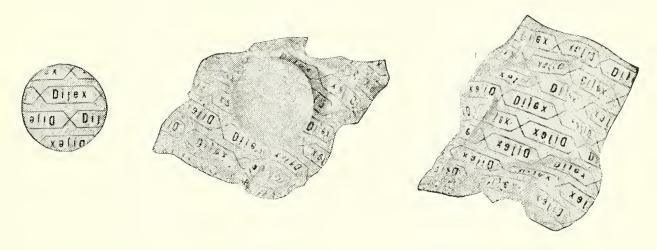
NEW TAN CO. LTD. (P.C.).—Capital £1,000.

NEW TAN CO., LTD. (P.C.).—Capital £1,000. To carry on the business of chemists and druggists, etc. Subscribers: Stanley H, Lucas and Francis A. Dean, R.O.: 6 Surrey Street, Lordon, W.C.2.
J. M. PALMER (CHEMISTS), LTD. (P.C.). Dean. R.O.: 6 Surrey Street, Lon-

Capital £1,000. Directors: John H. Palmer, M.P.S., and Enid H. Palmer, R.O.: 86 Havant Road, Cosham, Portsmouth.

SEAGULL CHEMICALS, LTD. (P.C.).—Capital £100. To carry on the business of chemists, druggists, etc. Subscribers: Shirley Hart and Averill Hart, 1/3 Leonard Street, London, E.C.2. R.O.: 1/3 St. Paul's Churchyard, London,

E.C.4 VECOM CHEMICALS (LONDON), (P,C.).—Capital £1,000. To carry on the business of dealers in chemicals, etc. Directors: Harold E. Lewis and Alan Tremain, R.O.: 8 Havelock Road, Hastings.



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GLAXO LABORATORIES LIMITED



PRINT AND PUBLICITY

PRESS ADVERTISING

BURROUGHS WELLCOME & Co., 183 Euston Road, London, N.W.1: Saxin holiday competition. In national Press.

B. CARTWRIGHT, LTD., Rawdon, Leeds: Moorland indigestion tablets. In Woman's Own, Woman's Realm and Woman's Weekly.

Continental Cosmetics, Ltd., 83 Fonthill Road, London, N.4: Jordan tooth-brushes. In Radio Times, Reader's Digest, Sunday Times colour magazine, Woman and Woman and Home,

GOLDEN, LTD., Berkeley Square House, Berkeley Square, London, W.1: Elnett hair spray. In Wonian, Woman's Own and eight other lead-





Above: New showcard for Mothaks (Eucryl,

Ltd., Southampton). At right: Pack and display background for Mini 333 stain remover (Guard Rubber Co., Ltd., London, S.E.25).

ing women's periodicals. Ambre Solaire. In Sunday Express, Sunday Times, Daily Express, Daily Mail and Daily Telegraph.

JACKEL & Co., LTD., Shuna Place, N.W.: Proteinail. In women's magazines.

MAX FACTOR HOLLYWOOD AND LONDON (SALES), LTD., 16 Old Bond Street, London, W.1: Max Factor spray deodorant. In Woman, Woman's Own, She, Modern Woman, Everywoman, Flair, Honey, Rave and Vanity Fair.

New Era Laboratories, Ltd., Cecil House, Holborn Viaduct, London, E.C.1: Hymosa lotion. In Woman, Woman's Own, Woman's Weekly, Woman's Realm and Woman's Mirror.

RIMMEL, LTD., 62 Baker Street, London, W.1: Beauty-on-a-budget cosmetics. Sunday In

ROBERT SHAW & Co., LTD., Ascot Works, Ascot Road, Nottingham: Lion hair care products. In She, My Home, Everywoman, Housewife, Flair and Vanity Fair.

ROBINSON & SONS, LTD., Wheat Bridge Mills, Chesterfield: Nikini sanitary protection. In mass circulation women's magazines.

SANGRAL (SALES), LTD., Carruthers Street, Liverpool, 3: Sangral plant products. In national and provincial Press.

SCOTT & BOWNE, LTD., 50 Upper Brook Street, London, W.1: Diamon Deb nail styler. In Daily Mirror, Daily Mail and Daily Express during July and August.

TECHNICAL & OPTICAL EQUIPMENT (LONDON), LTD., 99 St. Martin's Lane, London, W.C.2: Quarz 8 mm. movie camera. In photographic Press.

Is. Vales

PUBLICATIONS Catalogues

JAYNOX, LTD., King Street, Longton, Stoke-on-Trent, Staffs: 1964 photographic catalogue (pp. 56). Available to chemists in the Midlands and North-west.

KODAK, LTD., Kodak House, Kingsway, London, W.C.2: 1964 Dealer catalogue (pp. 129).

MAYFAIR PHOTOGRAPHIC SUPPLIERS, 35 Bruton Street, London, W.1: 1964 catalogue of cameras and photographic equipment (pp.-58).

Booklets and Leaflets

ANDRE PHILIPPE, LTD., 71 Gowan Avenue, Fulham, London, S.W.6. André Philippe News (a newspaper to carry articles of both trade and general interest).

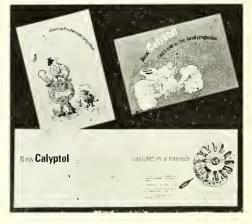
CARTER Bros., Glen Laboratories, Ltd., Shipley, Yorks: "Passport to Health-new facts about natural foods and supplements, vitamins and minerals, and herbal remedies" (16-p. booklet).

CRODA, LTD., Cowick Hall, Snaith, Goole, Yorks: Skliramine triethanolamine lanolate; Lanpol Lanpol polyoxyethylene lanolates, and Crodafos surfactants (technical data sheets).

LAPORTE INDUSTRIES, LTD., 1 New Bond Street, London, W.1: Laporte fluorspar (4-p. booklet).

PFIZER GROUP, Sandwich, Kent: Information leastet on companies within the group's consumer division (pp. 4).

SELLOTAPE PRODUCTS, LTD., Sellotape House, 54 High Street, Edgware, Middlesex: "Sellotape simplifies packaging" (folder).



MERITORIOUS PRINT: In a competition organised by the British Direct Mail Advertising Association for the best direct-mail entry submitted by the pharmaceutical industry, Smith & Nephew Pharmaceuticals, Ltd., Bessemer Road, Welwyn Garden City, Herts, were runners-up.
The award was for a series of printed matter sent to general practitioners on Calyptol inhalant capsules.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Monday, June 22

AMERICAN SOCIETY OF PHARMACOGNOSY, School of Pharmacy, University of Pittsburgh, U.S.A. Symposium on indole alkaloids. Until June 25.

Tuesday, June 23

SCIENCE MUSEUM, London, S.W.7, at 2.30 p.m. Dr. E. Macdonald (photographic section, dyestuffs division, Imperial Chemical Industries, Ltd.), on "Chemistry of Colour Photography."

Wednesday, June 24

MANCHESTER PHARMACEUTICAL GOLFING SOCIETY, Chorley Golf Club, Chorley, Lancs. Stableford

competition for Nicholas Products, Ltd., prize. SCIENCE MUSEUM, London, S.W.7, at 10.30 a.m. and 2.30 p.m. Dr. E. Macdonald (photographic section, dyestuffs division, Imperial Chemical Industries, Ltd.), on "Chemistry of Colour Photography."

SOUTH LONDON AND SURREY PHARMACISTS' GOLF-INO SOCIETY, Tandridge Golf Club, Oxted, Surrey, at 1 p.m. Stableford competition. Members

COMMERCIAL TELEVISION

Figures in these columns represent the number of appearances of the "spot" during the week

June 28 to July 4		London	Midland	North	Scotland	Wales	South	North-eas	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel I	W.&N.W
4711		2	2	2	2	2	2	2	2	2	_	_	_	_	-	
Alka-Seltzer	***	4	4	4	4	4	4	3	4	4	4	4	4	4	4	4
Anadin tablets	• • • • • • • • • • • • • • • • • • • •	_	6	4	5	3	6	3	6	_	3	_	5	_	3	_
Andrew's liver salt	• • • • • • • • • • • • • • • • • • • •	—	_	2	_	_	-	_	1	—	_	-	_	-	_	_
Anne French preparations		1	_	—	1		1	1	—	1	_		-	_	—	_
Askit powders and tablets			_	—	14	_	_	_	_		_	5	3	_	_	_
Bathjoys		3	1	—	-	3	2	—	2	—	-	-	_	_	_	-
Beecham's powders	• • • • • • • • • • • • • • • • • • • •	4	4	4	4	5	4	4	4	4	3	2	3	_	2	-
pills		_	_	_		1	—	1	—	_	1	—	—		_	_
Bisodol		_	_	_	-	_	—	_	_	_	_	_	5	_	—	
Carter's little liver pills	• • • • • • • • • • • • • • • • • • • •	_	_	—	_	_	4	_	_			—	_	_	_	_
Cuticura preparations		2	2	2	_	2	—	_	_	_	_	_	2	_	_	_
Deep Heat			1	1					_	_	_	-			_	_
Dentu-creme			_	1	_	_	_	_	_			_	1	_	_	_
Dettol		4	1	4	4	2	4	3	5	4	4	1	2			_
Dinneford's magnesia		1	1	1	_	1	1	1	1		_	_	_	_	_	
Eno " Fruit Salt "		3	3	3	3	3	3	_	3	3	_	_	_	_	_	
Field's Lady Manhattan	•••	_	1	-	_	_	_	_	_	_	_	_		_		_
Flawless acne cream	***	_	_	_	_	_	_		_	_		_	_	_	- 1	_
Floret		2	1	3	2		2	2	1	1	2	2	_	_	2	_
Freezonc	•••	3	2	5	1		_	1	_	_	_	_	_	_	_	
Germolene		3	3	3	3	3	3	3	3	4	3	_	4			_
Gillette razor blades		3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Haze		2	3	3	3	3	3	3	2	2	3	2	3	_	3	_
Immac		2	2	2	1	4	2	2	1	1	1	_	4	_	_	_
Ingram shaving cream		_	1	_	2	1	_	1	1	_	1	_		_	_	
Le Rouge Baiser lipsticks		3	_			_	_	_	_	_	_	_		_	4	_
Loxene shampoo		2	1	_	3	3	4	3	4	4	4	3	4	3	_	—
Matey		_	_	_	_	_	3	_		_	_	_	_	_	_	-
Max Factor lipsticks		_	_	_	_		_						_	1	_	_
Moorland tablets		_		3	_	_	_	_	_	_	_	_	_	_	_	
Mum body spray		2	1	1	2	2	2	1	2	1	2	_	1	_		_
rollette		1	1	1	2	2	1	1	2	2	1	_	. 2	_	_	_
Odo-ro-no Stayfresh	•••	5	4	_	4	_	4		4		_		4	_	1	
Parador floral disinfectant		_	_	3		_	_	_	_	_	_	_	_	_		_
Phyllosan		2	3	2	_	3	2	3	3	_	_	_	_	_	_	_
Poligrip		_	_		_		1	_	_	_	_	_	_	_	_	
Pond's beauty creams		3	2	2	2	2	2	3	2	_	2	2	2	_	1	2
Radox	•••	3	4		3	_	3	_	3		_			_		_
Rinstead pastilles	•••	10	1	2	2	2	2	3	2	_	2	2	2	_	1	-
Saxin		6	5	8					_	_				_		_
Seholi sandals			_	_	_	_	2	_	2	_	2	_	_	_	_	_
Setlers	•••	2	1	2	2	2	2	2	2		2	_	_	_		
Canadana	•••		2	3	2		3		2	1	2	_	2	_	1	
Swarfega hand cleanser	•••	_		2	1								1	_	1	-
Wright's coal tar soap	•••	1	1	2		1	1	_	2	_	1	_		_	_	1
John D Cour tur Soup		1	1	2			1		ند		1					1

MISCELLANEOUS INQUIRIES

Controlling Lichens on Concrete

Some of my customers with concrete paths or structures in their gardens like to keep them free of lichens or algæ. Can you recommend a method? COPPER sulphate, zinc silicofluoride or magnesium silicofluoride may be used for the purpose. The most effective application is probably one of the silicofluorides, used at the rate of 6 oz. per gall. of water. The Building Research Station, Garston, Watford, Herts, publishes a pamphlet (Digest No. 47) on the subject.

A Cream Against "Nappy Rash"

There are a number of creams against " nappy rash" on the market, Could I make up my own?

A SIMPLE cream for your purpose may be made by incorporating approximately 0.2 per cent. of oxyquinoline benzoate in ung. emulsificans aquosum. The following formula for a baby cream would also provide a basis for experiment: -

Lanette wax SX	15 per cent.
Lanolin	2 per cent.
Petroleum jelly	4 per cent.
White mineral oil	4 per cent.
Water	75 per cent.

Hair-cream Emulsions

I would like to put up an own-name hair cream. Could you provide a formula?

STABLE oil-in-water hair creams of varying viscosities may be made from triethanolamine stearate, the following being a typical formula:-

White mineral oil	45.0 per cent.
Stearic acid	3.5 per cent.
Trlethanolamine	1.5 per cent.
Water	50.0 per cent.
Preservative	q.s.
Perfume	q.s.

Adding 1 to 3 per cent. of cetyl alcohol gives a product of greater viscosity, and creams of this type are usually thicker if made with an homogeniser.

Emulsifying a Mixture

I want to make a cough emulsion incorporating about 6 per cent. of tinct. benz. co., 6 per cent. of acet. scillae, 2 per cent. of acid acetic. and 2 per cent, of tinct, lobeliæ æth, Can you suggest emulsifying agents and a mode of procedure?

METHYL cellulose has been found a suitable substance for dispersing the resins in the tinctures and is also compatible with them in an acid solution. The viscosity may vary according to preference but the amount needed is of the order of 1 per cent. Additional flavouring and sweetening of the product would be an advantage.

A Non-inflammable Cleaner

Can you provide a formula that is nonflammable in ordinary conditions of

NON-INFLAMMABLE cleaners are usually carbon tetrachloride alone or mixed with one of benzin in five of tetrachloride. The mixture has all the appearance of benzin, and its solvent properties, without its odour. Ethylene dichloride is even less dangerous than carbon tetrachloride and an excellent solvent. Trichlorethylene is also now widely used either alone or mixed with oil of turpentine. It may be perfumed with oil of eucalyptus.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED

From the "Official Journal (Patents)," May 27

Process and apparatus for the manufacture of vinegar. Fardons Vinegar Co., Ltd. and J. White. 963,481.

eroids and processes for the preparation of steroids, J. A. Kemp, 963,482.

Pharmacologically active thiazetidine compounds, Lepetit, S.p.A. 963,500.

Hydrazino-imidazolyl-propionic acids and their

esters, Merck & Co., Inc. 963,509. Slab-chewing gum, Warner-Lambert Pharmaceutical Co. 963,518.

Substituted tertiary phosphine oxides. American Cyanamid Co. 963,560.

Photographic silver halide emulsions of increased

sensitivity and compounds suitable for increasing their sensitivity, Kodak, Ltd. 962,912.

Photographic processing apparatus. International Polaroid Corporation, 962,960.

Cable release connector for camera shutters. Linhof Nikolaus Karpf, K.G. Prazisions-Kamera Werke, 963,468.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from July 8,

From the "Official Journal (Patents)," June 3

Substituted amidoximes, Abbott Laboratories.

Derivative of nitrofuran, Abbott Laboratories. 963.562.

Photoflash lamps, General Electric Co. 963,577. Method and apparatus for measuring the binding capacity of thyroid hormonal substances. Abbott

Laboratories, 963,594.

Apparatus for making enlarged photographic prints from negatives. Pavelle, Ltd. 963,603.

Quinuclidine derivatives. E. Ochiai and R. Kido. 963.623. Phosphorus-containing

Farbenfabriken esters. Bayer, A.G. 963,624. Thiol type thiamines and process for preparing

them, Shionogi & Co., Ltd. 963,625.
Piperidine derivatives and processes for preparing

same, A. H. Beckett, 963,639. Mounts for colour transparencies, M. D. Mindel. 963,654.

Photographic products. International Polaroid Corporation, 963,668.

Hydrohalogenation 9,11*-epoxy* steroids. Scherico, Ltd. 963,717.

Purification of sorbic acid. Distillers Co., Ltd.

963,747.

Preparations for combating weeds. Farbwerke Hoechst, A.G. 963,754.

Process for the manufacture of N-(1-hydroxy-2:

2:2-trichloroethyl) mono- or di- or tri-chloroacetamide. Farbwerke Hoechst, A.G. 963,755.

2-Aryl-4-thiazolidone derivatives and a process for the manufacture thereof. Sterling Drug, Inc. 963,830.

Derivatives of salicylic acid and process for making them, A. Buzas, 963,858.

Process for preparing \(\beta \text{-chlorethane} \) phosphonic

acid dichloride. Farbwerke Hoechst, A.G. 963.881.

Process for the manufacture of unsaturated phosphonic acid dichlorides. Farbwerke Hoechst, A.G. 963,882.

Vitamins. Philips' Gloeilampenfabrieken, N.V. 963,883.

Fungicidal compositions for agriculture Takeda Chemical Industries, Ltd. 963,924. Steroid esters. Karl Thomae, G.m.b.H. 963,938.

Steroid products and process. American Cyanamid Co. 963,949.

Succinimidomethyl-substituted quaternary ammonium compounds. Rohm & Haas Co. 963,986. Photographic silver halide emulsions, Kodak, Ltd. 963,987.

Colour development processes, Kodak, Ltd. 963,988.

Amorphous alumina. Peter Spence & Sons, Ltd. 963,996.

Photographic pivoted blade shutter, Agfa, A.G. 964,199-200.

British patent specifications relating to the above will be obtainable (price 4s, 6d, each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from July 15.

From the "Official Journal (Patents)," June 10

Derivatives of hepatin, processes for their production, and pharmaceutical compositions containing them. Roussel-Uclaf. 964,223.

Water-soluble tetracycline derivatives and process for their manufacture, E. Merck, A.G. 964,226. Substituted benzamides and pharmaceutical com-positions containing them. Laboratoire d'Analyses et de Recherches Bio Mauvernay-Centre Europeen de Re Fondamentales et Appliquees, 964,232. Biologiques Recherches

Derivatives of 5-nitro-2-furylnitrile, Abbott Laboratories, 964,233,
Method of preparing 17-desmethoxy-17α-ethyl re-

serpine. Spofa, Sdruzeni Podniku Prozdravot-nickou Vyrobu. 964,237.

Dispensing container, W. D. Wassell. 964,249. Stoppers for containers such as bottles. Armstrong Cork Co. 964,319.

compositions. Unilever, Ltd. 964,391, 964,456.

Volatile anæsthetic vaporlsing methods and apparatus. Cyprane, Ltd. 694,414.

Hair dryers. Ronson Corporation. 964,433-34. Compositions for the treatment of acne. Kabi, A.B. 964,444.

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Grünenthal, G.m.b.H. 964,449.

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Kodak, Ltd. 964,514.

Machine for manufacturing sanitary napkins or

the like, Scott Paper Co. 964,541. Benzo-indenes. Roussel-Uclaf. 964,558.

Sulphonamides and process for preparing them. CIBA, Ltd. 964,561.

Surgical devices, I. H. Kaufman and H. H.

Leveen, 964,567.

Ampoule for use with a needleless hypodermic injector. Express Injector Co., Ltd. 964,584.

Acetamido derivatives, Olin Mathieson Chemical Corporation, 964,712.

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British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from July 22.

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Subjects of contributions in current medical and technical periodicals.

PIPLARTINE and crude extracts of piper longum. Effect of, on the ciliary movement, Indian J. Pharm., May.

AN ANTI-STAPHYLOCOCCAL FRACTION from the seeds of psoralea corylifolia linn, Isolation of, Indian J. Pharm., May.

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SMALLPOX VACCINATION in pregnancy: a prospective study. Brit. med. J., June 13. TRIAL OF NIFENAZONE (Thylin). Brit. med. J.,

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J. Amer. med. Ass., May 25.
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PARGYLINE, cheese, and acute hypertension. J.

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Addicts. Pulmonary hypertension in. J. Amer. med. Ass., May 25.
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investigating the cause of. Nature, June 13. MICROBIAL GROWTH, Energy requirement for, Nature, June 13. There are two ways to put photos in your album!





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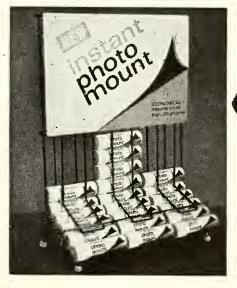
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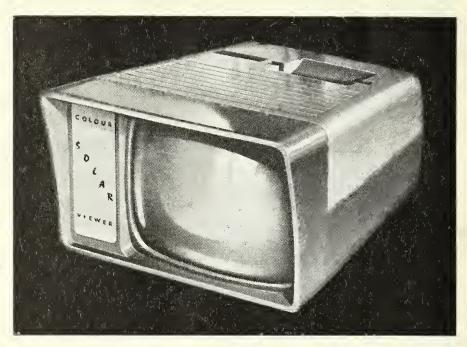
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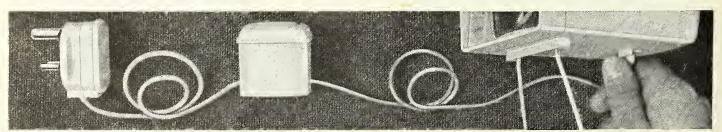
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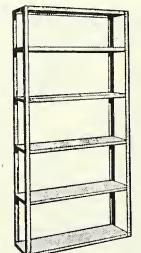
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SCOTLAND. Long-established chemist business in Fife coastal town is now for sale. Present owner wishing to retire, For particulars apply to Messrs, J. Harley Hepburn & Company, Chartered Accountants, 135 High Street, Kirkcaldy.

C 6159

SUFFOLK, For sale owing to retirement of principal, Old-established good-class pharmacy, unopposed position in thickly populated area on main road 2 miles from centre of large town. Turnover £30,000 per annum. Freehold, goodwill and fixtures £17,000. Certified accounts available for inspection. Wright & Ward, Chartered Auctioneers & Estate Agents, 21-23 Princes Street, Ipswich. Tel.; 51218/9.

BUSINESSES WANTED

MIDLANDS AREA: Drug Stores wanted. E. T. Perks, 16 New Street, Dudley, Worcs. Dudley 52368. C 6157

APPOINTMENTS

BATH HOSPITAL MANAGEMENT COMMITTEE, MANOR HOSPITAL,

COMBE PARK, BATH

Pharmacist

required for duties mainly at Bath Eye Infirmary. Whitley Council salary and conditions of service, Applications, with names of two referees, to Group Secretary. C 9279

ASHFORD GROUP OF HOSPITALS,

KENT
Senior Pharmacist (Category III)
required to take charge of busy Pharmaceutical Department, Duties mainly at Ashford
Hospital, with good supporting staff, Interesting responsible post in pleasant dispensary offering valuable experience.

Whitley Council Conditions of Service and

salary scale.
Applications, salary scale.

Applications, together with the names and addresses of two referees, to the Hospital Secretary, Willesborough Hospital, near Ashford, Kent, to reach him as soon as possible.

C 9280

BETHNAL GREEN HOSPITAL, CAMBRIDGE HEATH ROAD, LONDON, E.2 Dispensing Assistant with Apothecary Hall certificate and previous hospital experience required. Modern department in acute General Hospital situated within a few minutes of Central Line Underground. Post offers varied work and excellent experience. Applications stating age, qualifications, details of experience and names of two referees to Hospital Secretary, Bethnal Green Hospital, Cambridge Heath Road, London, E.2. C 664 London, E.2. C 664

BUCKLAND HOSPITAL,
DOVER
Senior Pharmacist
required for an expanding hospital, National Seale of Salaries payable.
Applications in writing, stating experience and the names and addresses of two referees, to be sent to the Hospital Secretary. C 9257

CAMBERWELL HOSPITALS

MANAGEMENT COMMITTEE

Chief Pharmacist

Applications invited for the post of Chief
Pharmacist, Category I, St. Francis' Hospital, Constance Road, S.E.22, Salary £898
by 8 increments to £1,233 p,a, plus London
Weighting Allowance Weighting Allowance,

Apply Group Secretary, Dulwich Hospital, East Dulwich Grove, S.E.22, Locum con-idered. C 9235 sidered.

CENTRAL GROUP HOSPITAL

MANAGEMENT COMMITTEE
Locum Pharmacist
required for holiday relief duties in Hospitals
within the group, June 22 to July 4, 1964,
June 22 to 27, 1964, August 10 to October
3, 1964, and September 7-12, 1964, Salary
£19 19s. Applications to the Chief Pharmacist, Metropolitan Hospital, Kingsland Road,
E.8. CLI, 6862. C 663

HAMMERSMITH HOSPITAL AND POST-GRADUATE MEDICAL SCHOOL,

MEDICAL SCHOOL,
DU CANE ROAD,
LONDON, W.12
Senior Pharmacist
required at above General Post-graduate
Teaching Hospital (Category V) to take charge
of new, modern and well-equipped sterile
products laboratory, Post also offers wide
range of experience, and opportunity to keep
abreast of developments in general pharmacy,
Whitley salary scale £851—£1,113 per annum
plus £45/£55 London Allowance, Applications should be addressed to Chief Pharmacist, C 9266

CHARING CROSS GROUP OF HOSPITALS FULHAM HOSPITAL ST. DUNSTANS ROAD, W.6

Locum Pharmacist required for five weeks' duty from 22nd June, 1964. Application to Chief Pharmacist immediately. C 9256

CLARE HALL HOSPITAL, SOUTH MIMMS, BARNET, HERTS

Dispensing Assistant
required. Whitley Council scale, plus London
Weighting, Apply to Hospital Secretary,
C 9250

ENFIELD GROUP HOSPITAL

MANAGEMENT COMMITTEE

Dispensing Assistant
required for duties within the Group, Salary £237 to £299 according to age, plus London Weighting Allowance, a further £50 if holding certificate, Applications with the names and addresses of two referees to the Group Secretary, Chase Farm Hospital, Enfield, Middlesex, quoting ref, 49/64. C 9264

HACKNEY & QUEEN ELIZABETH GROUP HOSPITAL MANAGEMENT COMMITTEE

Dispensing Assistant Trainee

Dispensing Assistant Trainee

An opportunity is offered for training as Dispensing Assistant from July 1964 to person possessing at least G.C.E. O level passes in English Language, Mathematics and General Science. Training will last 2 years and trainee will be required to study for the Society of Apothecaries' Certificate. Practical training will be given at both Hackney Hospital, E.9, and Queen Elizabeth Hospital for Children, E.2, and facilities for theoretical studies. Further details of salary, etc., may be obtained from Group Secretary, Hackney Hospital, London, E.9, to whom application should be made as early as possible. C 9258

HAMMERSMITH HOSPITAL AND POST-GRADUATE MEDICAL SCHOOL, DU CANE ROAD, LONDON, W.12

Pharmacist

Pharmacist
required at above General Post-graduate
Teaching Hospital (Category V), Post offers
varied work and excellent experience, Department now being enlarged and modernised,
Previous experience not essential, Whitley
salary scale, £761—£1,019 per annum plus
London Allowance, Commencing salary within
this scale according to experiencec, A PARTTIME APPOINTMENT WOULD BE CONSIDERED, Applications should be addressed
to Chief Pharmacist. C 9265

HILL END HOSPITAL, ST. ALBANS, HERTS

Dispensing Assistant

Male or Female, required at the above hospital within easy reach of Central London. Single accommodation may be available, if required. Whitley Council salary and conditions of service. Apply stating age, full particulars of experience and naming two referees to the Chief Pharmacist.

C 9263

Appointments—Continued

ILFORD & DISTRICT
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MANAGEMENT COMMITTEE,
KING GEORGE HOSPITAL, Eastern Avenue, Newbury Park,
Ilford, Essex
Dispensing Assistant
Part-time, 23 hours per week. Whitley Coun-

cil pay and conditions.
Apply to Group Secretary. C 9278

LEAVESDEN GROUP HOSPITAL MANAGEMENT COMMITTEE

Locum Tenens Pharmacist-in-Charge required in this Group. Previous hospital experience not essential. Salary for full-time: £22 12s, per week. For further details apply to Physician Superintendent, Leavesden Hospital, Abbots Langley, Watford, Herts. C 9276

LEWISHAM GROUP HOSPITAL MANAGEMENT COMMITTEE

Chief Pharmacist (Category III)
required for St. John's and Hither Green
Hospitals, Full details and names of referees
to Group Secretary, Lewisham Hospital,
High Street, S.E.13, C 668

MOORFIELDS EYE HOSPITAL
Senior Pharmacist

Applications arc invited for the above post at this Post-graduate Teaching Hospital. Interesting post in modern, well-equipped department. Whitley Council salary scale £851—£1,113 per annum plus £45/£55 London Weighting.

Applications to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 9255

C 9255

PADDINGTON GENERAL HOSPITAL,

HOSPITAL,
HARROW ROAD, W.9
Senior Pharmacist
required at above hospital. Commencing
salary according to previous experience, Applications together with the names and
addresses of two referees to the Hospital
Secretary. C 665

PADDINGTON GENERAL HOSPITAL, HARROW ROAD, W.9

required for indefinite period, Apply immediately to the Hospital Secretary. C 666

ROYAL FREE HOSPITAL GROUP, HAMPSTEAD GENERAL HOSPITAL, THE GREEN, HAVERSTOCK HILL, N.W.3

Dispensing Assistant

required at the above hospital. Whitley Salary Scale ranging from £452 to £678 plus London Weighting and Qualification Allowance (for applicants over 21 years of age). Apply, naming two referees, to Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 9230

ST. ALBANS CITY HOSPITAL, NORMANDY ROAD, ST. ALBANS, HERTS (402 beds)

Senior Pharmacist or Pharmacist

Applications are invited for the above post at this hospital within easy reach of Central London. Whitley Council salary and conditions of service, Detailed applications naming two referees to the Chief Pharmacist. C 652

ROYAL FREE HOSPITAL

Locum Pharmacist

required for work at the above hospital. Salary £20 19s, per week, Apply naming two referees, to Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, W.C.1.

SOUTHEND-ON-SEA HOSPITAL MANAGEMENT COMMITTEE

Pharmacy Student

required in the Pharmacies of the Hospitals in the Southend-on-Sca Group, Salary £485 per annum for post-graduate students; £230 per annum for prc-graduate students; £230 per annum for prc-graduate students. The Hospitals are situated in pleasant surroundings and the post offers excellent opportunities for experience in all branches of pharmaceutical work, including dispensing for in-patients and for patients from a busy Consultative Out-patients' Department, manufacturing, sterilising, dressings and instruments, Applications, stating age, particulars of education, etc., with the names of two referees, should be sent to the Secretary, General Hospital, Southend-on-Sea, as soon as possible.

ST. ALBANS CITY HOSPITAL, NORMANDY ROAD ST. ALBANS, HERTS (402 beds)

Locum Tenens Pharmacist

required immediately. Part-time would be considered. Whitley Council salary and conditions of service. Detailed applications giving names of two referees to the Hospital Secretary. C 659

ST. MARY'S HOSPITAL TEACHING GROUP, PRINCESS LOUISE KENSINGTON HOSPITAL FOR CHILDREN, ST. QUINTIN AVENUE, LONDON, W.10

Pharmacist

Applications are invited from suitably qualified persons for the post of Pharmacist at the above-mentioned Hospital, Permanent or Locum Tenens. Apply in writing to the undersigned, together with the names of two referees.

C 9269

SOUTHMEAD HOSPITAL, BRISTOL (670 beds)

Pharmacist

required at Southmead Hospital, Bristol, This post offers wide experience, Applications stating age, qualifications and experience to be sent to the Group Secretary. C 9262

ST. GILES' HOSPITAL, **CAMBERWELL, S.E.5**

Senior Pharmacist

Applications invited for post of Senior Pharmacist, Salary scale £896 — £1,168 p.a. Part-time considered. Further details from or applications to Chief Pharmacist. C 9233

YORK "A" HOSPITAL MANAGEMENT COMMITTEE

Pharmacist

required for Group Pharmaceutical Service based at the County Hospital, Monkgate, York. York, Salary scale £761 x £32 (1) x £31 (1) x £37 (3) x £42 (2) to £1,019 p.a. Applications stating age, qualifications, ex-perience and names of two referees to Group Sccretary, Bootham Park, York,

ST. GILES' HOSPITAL, CAMBERWELL, S.E.5 Locum Pharmacist L

immediately Apply: Chief Pharmacist, St. Giles' Hospital, St. Giles' Road, Camberwell, S.E.5. (RODney 4221.)

ST. JOHN'S & HITHER GREEN HOSPITAL

Pharmacist
required at once, Applications to Hospital
Secretary, St. John's Hospital, Morden Hill,
S.E.13. C 656

THAMES GROUP HOSPITAL

MANAGEMENT COMMITTEE
Applications are invited for the following appointments:—

Ontments:—

1. Senior Pharmacist
East Ham Memorial Hospital,
Shrewsbury Road, Forest Gate, E.7.

2. Pharmacist
St. Clement's Hospital, Bow Road, E.3.
in sole charge, part-time (24 hrs. p.w.) for this Psychiatric Hospital of 123 beds with out-patients' department and Day Hospital, Applications to respective Hospital Secretaries.

C.9275

THE ROYAL FREE HOSPITAL

Pharmacist

Applications are invited for the post of Pharmacist at the above Hospital, Whitley Council Salary Scale with extra pay for evening clinics, Apply naming two referees to Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, W.C.1, C 679

SITUATIONS VACANT RETAIL (HOME)

CHEMIST SUPERINTENDENT for limited company in large provincial town, Northern Ireland. Flat available if required, A good business and prospects, Apply Box C 6162. CHESTER, Young pharmacist required immediately for branch shop, Private business. Excellent prospects, Saturday early closing. Box C 6133.

DISPENSING AND/OR COUNTER ASSISTANTS required for London, E.C.1 and N.1, Highest salary paid in exchange for experience and loyalty, Apply in writing to The Managing Director, Kendalc Chemists, 51 Exmouth Market, London, E.C.1. C 6134 PHARMACIST BRANCH MANAGER required. Male or female. Salary in excess of £1,400 per annum, Pension scheme, Flat available, Adequate staff, Modern premises. Applications to Superintendent Chemist, Doncaster Co-operative Society Limited, The Emporium, St. Sepulchre Gate, Doncaster. C 6156

WHOLESALE

MARKETING EXECUTIVE

We are a nationally known Group manufacturing and marketing a wide range of fast-selling consumer products mainly to the chemists' trade. We are embarking upon a new venture in the medical field and require an experienced man to explore and develop the whole marketing side of this new operation.

He should have existing contacts in the medical supply world and be capable of evolving a positive plan for developing what promises to be a range of products of high potential.

We regret we cannot reveal any details in an advertisement and ask you to reply to:—Box C 9267.

Situations Vacant—Continued

EXPERIENCED TABLETER

required by a rapidly expanding pharmaceutical manufacturing company. Highest salaries paid to tableters with a wide knowledge and experience in all aspects of tableting. Excellent prospects and working conditions. Accommodation available. Factory situated approximately forty minutes from central Box C 6163. London.

SALES REPRESENTATIVE. Experienced salesman, 25-40, capable of expanding existing connection required for Surrey, Sussex and Kent, Exceptional prospects for right man. Salary and commission. Car provided. Send in confidence details of past experience and age, to Lautree, Old Christchurch Road, Bournemouth. C 6161



PHARMACIST FOR INTERNATIONAL DIVISION

We are seeking a young, re-cently qualified pharmacist to join the Merchandise Section of the International Division. He will be concerned with the manufacture of our products overseas, with sales estimates, statistics, agreements, product registration, trade marks and technical queries. A keen interest in administration and commerce is required.

Applications giving full details of experience, qualifica-tions, age and salary and quoting Ref. No. CD 9 should be sent to the Personnel Manager, Boots Pure Drug Co., Ltd., Station Street, Nottingham. C 9254

WANTED

CASH FOR REDUNDANT, rejected or clearing lines. Quantities of any size or description, distance no object, quick decisions, S. & T. Supplies, Ltd., 24 Randal Street, Battersea, S.W.11. Phone: BATtersea 0781.

TUBE FILLING and crimping machines required, secondhand, automatic or man Full details and prices to Box C 6166.

ALLEN & HANBURYS LIMITED

are offering appointments to Pharmacists as

REPRESENTATIVES

IN NORTH LONDON CROYDON S.W. SCOTLAND

HULL BRADFORD REPUBLIC OF IRELAND

and other areas

Training will be given and the posts offer a challenge to male pharmacists with drive, initiative and ambition. A good salary and all expenses will be paid and a car is provided. The posts are pensionable. Applications giving full details of age, qualifications and experience should be sent to the Personnel Manager, Allen & Hanburys Ltd., Bethnal Green, London, E.2. And should quote ref. no. R.40.

ASSISTANT MANAGER

SOUTHALL BROS. & BARCLAY, Photographic Wholesalers, require young man aged 25/35 with intelligence and ability for the appointment of Assistant Manager.

Experience of Photographic Trade (Wholesale or Retail) essential.

COMMENCING SALARY WILL NOT BE LESS THAN £1,250 PER ANNUM, with opportunity of promotion to

Applications please, giving fullest particulars, to Mr. B. G. Terry, Southall Bros. & Barclay, 168/176 Drummond Street, London, N.W.1. Telephone: Euston 4343.

C 9260

SALES ASSISTANT

(Male 25-30)

SOUTHALL BROS. & BARCLAY, of 168/176 Drummond Street, London, N.W.1, require young man with ambition and

Experience of Photographic Trade (Wholesale or Retail) desirable, though not essential.

COMMENCING SALARY WILL BE NOT LESS THAN £1,000 PER ANNUM.

Please apply to Mr. B. G. Terry at above address, giving fullest particulars, or telephone Euston 4343.

WAREHOUSE MANAGER

For prominent Pharmaceutical Wholesalers in Central Midlands

Experienced in warehouse operations and handling personnel. Not necessarily qualified. Progressive post. Pensionable. Write full but brief details of past and present position to Managing Director, Box C 6074. (No approach will be made to present employer without prior permission.) The existing staff are aware of this appointment.

Wanted—Continued

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large, Our representative will call anywhere, Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8, C 140

BUSINESS OPPORTUNITIES

MANLY MAN'S BELT, Nationally advertised "obtainable from chemists," 35/-, Full trade terms, Order Co., Manor House, DERwent 3877.

NATIONALLY KNOWN FIRM of manufacturing chemists wishes to extend its range of proprictary medicines and other lines, Suitable products required to be purchased outright or manufactured on a royalty basis. Box C 6143.

FOR SALE

FRUSTRATED EXPORT ORDER 1,000 Gross Rectangular White Flint Bottles of 100 Aspirin Tablets B.P. Packed 1 Dozen with Neutral Label to clear:

25 gross lots ... 78/- per gross 50 gross lots ... 76/- per gross 100 gross lots ... 74/- per gross 200 gross lots ... 72/- per gross

TERMS: Cash on Delivery Carriage Paid in U.K. APPLY Box C 6165

MISCELLANEOUS

FOR EPHEDRINE HCL contact Mesco Laboratories, Ltd., 6 Broad Street Place, London, E.C.2, LONdon Wall 2185, C 6142

PLASTIC BABY PANTS

8/9 per dozen. Carriage paid.

Special quotations for quantities.

Details and samples from manufacturers

A. & H. HEYMAN, 27 Grange Road, Darlington.

C 612

REQUIRED: A CONSULTING CHEMIST for pharmaceutical and cosmetic products. Write with full details to G. A. Company, 109 Tejgaon Industrial Area, Dacca-8, East Pakistan.

SELL THE BEST!!! Silver-Tex rubber goods are made in America by the World's largest manufacturer, to the strict specification of the U.S. Food & Drugs Administration. Send for free sample, or 54/- for gross box. 5 gr, 120/- Surex Supply Co., 4 Leicester Road, Blackpool. C 674



SITUATIONS VACANT RETAIL (OVERSEAS)

UNUSUAL OPPORTUNITIES FOR PHARMACISTS IN CANADA

A large Company with Pharmacies throughout Ontario is engaged in a substantial programme of expansion and requires Pharmacists for new Branches being opened.

This is the ideal opportunity for capable Pharmacists who wish for advancement and security. Our Pharmacists are normally responsible only for the operation of the Dispensary, and can thus exercise to the fullest extent their professional training and capabilities. For those who wish to extend their interest to embrace the sales floor, however, arrangements can be made for this wider responsibility to be assumed. Here is the opportunity to enjoy the satisfaction of running your own business, without investment or risk, and with the security of a guaranteed minimum return.

Starting salary will be \$9,000 per annum, plus a participating bonus. There will be no Sunday or holiday work, and the hours will be limited.

Preferences as to geographical location will be observed as far as possible.

Travel expenses by air will be paid, and consideration will be given to providing assistance in the removal of families to Canada.

Interviews will be arranged at convenient centres in the U.K. during July.

Please send full details of education, qualifications and experience in the first instance, and state age, marital status and availability to: **Box UF 8776**,

R. F. WHITE & SON, LTD. (Incorporated Practitioners in Advertising)
72 Fleet Street, London, E.C.4.

C 9268

WHOLESALE (OVERSEAS)

MARKETING MANAGER

SOUTH AFRICA

The FISONS GROUP OF COMPANIES

Continued expansion affords an excellent opportunity for a younger man of exceptionally high calibre to market a range of consumer products allied to the pharmaceutical field.

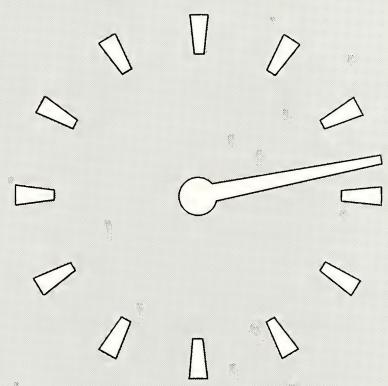
A British pharmaceutical qualification is essential and experience in all aspects of marketing and sales is required. A man in the age group 35-40, with these qualifications plus initiative and drive, can expect excellent prospects in return for proven ability. A commencing basic salary of £3,000-£3,500 is envisaged, according to experience.

The Company is based in Johannesburg and emigration to South Africa will be required, free outward passage provided. Interviews will be arranged in London on 29th and 30th June, 1964, and applications, indicating qualifications, experience, age and marital status, and a daytime telephone number, should be addressed immediately to Personnel Executive, Fison House, 95 Wigmore Street, London, W.1.

C 6155

C 060

The best promise a pain reliever can make...



FASTEST POSSIBLE RELIEF!

Disprin makes this promise to your customers in big, bold advertisements in the major papers, backed in winter months by frequent 15 and 30-second spots throughout the television network.

A promise—and a *fact!* Because Disprin is taken already dissolved, it is absorbed far more quickly than ordinary tablets. More than that, there are no acid particles to cause irritation.

Watch for this powerful new campaign, and be sure to keep Disprin well displayed. More and more people will be changing to fast-acting Disprin this year.

And remember, Disprin is the pain-reliever you can always recommend with complete confidence.

Reckitt & Sons Ltd., Pharmaceutical Dept., Hull.



Bottles of 26 tabs 2/1; 50 tabs, 3/5 Foil pks, of 8 tabs, 9d; 28 tabs, 2/1; 100 tabs, 5/6,





BEATSON, CLARK & CO. LTD. ROTHERHAM. YORKS. Tel: Rotherham 3188

Glass Bottle Manufacturers since 1751.